



GEORGIA SEED
DEVELOPMENT

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November 2015 Update
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Seed for Thought

Roger Boerma, Executive Director

Have you ever thought about the word “professionalism”? Most of us use the word all the time, but what does it really mean in your business? According to the Merriam-Webster dictionary it is, “the skill, good judgment, and polite behavior that is expected from a person who is trained to do a job well.” During these times of depressed commodity prices in row crop agriculture it is interesting to observe how various businesses deal with the issue of professionalism. Fortunately, most of our contract growers, licensees, vendors, and customers are very forthright and honest. These folks understand that they are not the only ones impacted by the current business environment and are willing to accept a share of the economic burden. As you can image there are always a few businesses that take the position that they are the only ones impacted by the downturn and are due special consideration. These situations manifest themselves in an unwillingness to follow previously signed agreements, slow payment or unwillingness to pay invoices, or as subtle behavioral actions such as not returning phone calls or emails when working out an agreement that is not as profitable as it was in previous years. Collectively these actions result in additional economic stress for the industry in an already difficult business environment.

At GSD we are committed to following our “**core values**” in the good times and in the not-so-good of times. As a GSD staff we have pledged the following:

Professionalism through integrity, honesty, openness, and fairness shall guide our actions by:

Respecting our customers and co-workers	Being devoted to leadership, teamwork, and service	Creating value by producing quality products
Fostering stewardship, loyalty, and accountability	Promoting continuous learning	Hiring, training, and promoting the very best

Does your business have a set of core values? At GSD we didn’t until about 3 years ago. We work every day to live up to the core values we have developed. It is through the GSD employees’ daily implementation of these core values that our clientele view our level of professionalism. Please let us know when you find we have failed to live up to your expectations of GSD or to our definition of professionalism.

Licensing

Blake Fleeman, Licensing/Marketing Manger

SIGN
HERE

The licensing activity has slowed over the past two months. UGARF and GSD sent out bid notices for two new wheat lines from Dr. Johnson's program at the end of August. Bids were received on two of the lines, but only one has been licensed. The license agreement for this variety has recently been signed by all parties. We continue to receive request for international turfgrass testing agreements along with inquiries about licensing some of the UGA-developed blueberry varieties.

Marketing

Blake Fleeman, Licensing/Marketing Manger

Dr. Boerma and I attended the Georgia Peanut Tour in southwest Georgia held in mid-September. During our time on the tour we were able to visit with people from the peanut industry along with the local farmers in the area that hosted stops on their farms.



Attendees at the Attapulgus Research and Education Center



Harvest Demonstration on the Georgia Peanut Farm Tour



Unloading Demonstration on the Georgia Peanut Farm Tour

The GICRS group is continuing to work with the GA Farm Monitor in developing an outline for a show featuring the group and the partner organizations. As trade show season approaches, I have been busy securing booth spaces at the various trade shows which we plan to exhibit at in the next few months.



As I mentioned in the last update a licensee requested for GSD to develop a new pecan brochure. Mrs. Erin Montgomery developed a very colorful and informative brochure that was printed and distributed. We have received a number of compliments and expressions of appreciation from Dr. Darrell Sparks and several licensees for completing this project. All of the first printing of the brochure has been distributed and we are waiting on the second round to be delivered.

Processing/Production

Doug McWhorter, Athens, and Ralph Johnson, Plains, Production Managers

2015 SMALL GRAINS PROCESSING

We are planning to grow 8 wheat varieties this fall in North Georgia (managed out of Athens) and maintaining 3 in cold storage. Athens will also oversee the production of Ga Gore wheat and Wrens Abruzzi Rye. In South Georgia (managed out of Plains) we will also be producing 8 small grain varieties, including two oat varieties.

2015 SOYBEAN PRODUCTION

We have one field of the Foundation soybeans in production this year. PR12-63R2 is being grown in North Georgia and has a very high yield potential. We have also offered to assist Dr. Zenglu Li, UGA soybean breeder, in harvesting his Breeder seed increases of 5 potential new varieties that could be Foundation production fields for GSD next year.

2015 PEANUT PRODUCTION

The 2015 peanut harvest has been a very unusual one. Just when we were about to get started (3rd week of September) it began raining and we didn't get back in the field for two weeks. We received our first peanuts on October 8th, but once the weather broke and fields dried out harvest conditions were near perfect. This crop was being harvested at an unbelievable pace.

If not for our new air-gap cleaner/receiving station and the relocation of the sampler we would have gotten buried under a pile of Foundation peanuts. The sampler was moved away from over our scales and widened to accommodate two trailers side by side. Our scales are no longer tied up for hours a day while we are grading peanuts. We can now weigh empty trailers as they are unloaded as opposed to grouping them and weighing after sampling is complete. The air gap cleaner/ receiving station was also a big help as it gives us the ability to clean peanuts much faster and provided another pit so we can now handle multiple varieties at the same time.



Relocated Peanut Sampling Station



New Peanut Receiving Station



New Peanut Receiving Station in Action

As of 1 November 2015 we have about 90% of our contracted tonnage in the warehouse. Georgia 12Y is the only variety yet to be dug. Our yields have been excellent and grades are running in the mid to upper 70's. We are on track to meet all of our production goals.

TURF PRODUCTION

The Foundation turf fields that GSD has maintained at the UGA Plant Sciences Farm near Watkinsville have been destroyed. Two applications of Round-up were applied to all Foundation fields at the Plant Sciences Farm. Additionally, the Foundation TifEagle field was fumigated with Basamid. The TifEagle and Sea Star varieties were moved to the Sand Field (*pictured right*) near the GSD offices in Athens and have grown in very well. We have winter covers over these Foundation blocks and should get up to a month of extra growth before they go dormant. A small legacy block of Sea Isle 2000 has been established at the UGA Griffin Campus by Dr. Raymer. This block also has a winter cover to prevent winterkill and help in establishment.



TifGrand®

SeaStar

The Foundation turfgrass area we have rented at the UGA Iron Horse Farm outside of Greensboro has the irrigation set up. The area has received two applications of Roundup, subsoiled, and disk twice and will be fumigated early next spring. Over the winter, we will plant a wheat cover crop for erosion control.



GSD Leadership Update



Dr. Scott Angle has provided devoted service and leadership to GSD as a Commissioner since 2008. During this period he was elected as secretary and vice-chairman of the Commission. All of us at GSD wish Dr. Angle the very best with his new responsibilities as president and CEO of the International Fertilizer Development Center located in Muscle Shoals, Alabama. (*Pictured left: Dr. Scott Angle receives the GSD Distinguished Service Award from Chairman Ken Morrow.*)

Important Dates

- ***Georgia Seed Development Annual Board Meeting**, Athens, GA; November 11, 2015
- ***SE Regional Fruit and Vegetable Conference**, Savannah, GA, January 7-10, 2016
- * **Soybean Historical Marker Dedication Ceremony**, Skidaway Island, GA; January 9, 2016
- ***Georgia Peanut Farm Show**, Tifton, GA; January 21, 2016
- ***Georgia Soybean and Small Grain Expo**, Perry, GA; February 5, 2016

Georgia Seed Development
is a proud member of
Georgia Grown, a program
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<http://georgiagrown.com>

