



Upper Midwest  
Management

# NORTH CENTRAL NEWS



NORTH CENTRAL®  
Realty

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The Land Specialists

Fall 2007

## Turf Wars Looming for Corn, Soybeans & Wheat?

By Dick Hagen

**S**purred by record new crop prices and demand, U.S. farmers according to USDA are harvesting an all-time record corn crop of 13.3 billion bushels. But a new 'Farm Futures' survey suggests this year is just the prelude to an unprecedented battle to buy acres in 2008. And the chief combatants in this turf war will be corn and soybeans plus a newcomer called wheat.

Already it looks like soybeans are the likely winner for 'new acres' next year. The Farm Futures survey (August e-mail results) indicated soybean acres would surge to 72.6 million, up from 64.1 million in 2007. And 2008 corn intentions slide to 84.9 million acres, down from 92.9 million acres this year. However other crop reporting agencies are suggesting about a 4.5 million acre gain in soybean seedings with a similar decline in corn. The reality being that until planters finish their work next spring, nobody really knows who wins.

Speaking at a recent Farm Progress Show, Decatur, IL. Market Analyst Arlan Suderman was quoted, "High input costs and attractive soybean prices are luring farmers away from corn's charm. Unfortunately, corn can't afford to give up 8 million acres without significantly reducing demand. That sets up a classic bidding war for acres over the next six months." For more information about this forecast go to: [www.farmfutures.com](http://www.farmfutures.com).

Wheat acres might drop slightly from 60.5 million this year to 59.8 million next year. But the recent boom in wheat prices could be changing this scenario day by day. "There's no doubt wheat has rather suddenly become the 'other hot commodity' but I doubt it will affect corn acres, at least not corn acres within 50-60 miles of an ethanol plant," predicted Bob Koestler, a Freeborn County farmer and Sales Manager, Albert Lea Seed Inc., Albert Lea.

"But it may catch some guys switching out of soybeans into winter wheat or spring wheat. Many farmers don't realize we can grow winter wheat in Minnesota. There are great cold-hardy winter wheat varieties now available plus either seed applied, or foliar applied fungicides to help minimize disease problems. But the biggest challenge with wheat in southern Minnesota/northern Iowa is finding a market. You just don't grow wheat and take it to your local elevator. Many elevators simply aren't buying wheat anymore but we provide a list of places buying wheat", said Koestler.

Tony Ziller, Ziller Seeds, Bird Island, markets soybeans, wheat and forage seeds. His preview is potentially a big push for spring wheat from U.S. Highway 12 and north. "Much of this area got hurt badly by drought this year. Soils haven't yet recharged with moisture. So for guys able to contract 2008 wheat at \$6.50 or such (July 2008 prices, September 21), wheat really is looking like a 'least risk' crop, even more so than soybeans," he said.



He noted that wheat is a crop more sensitive to weather variations, thus yields are unpredictable. He mentioned yields as high as 75 bushel in the Bird Island area this summer but 'about 60 bu.' would catch most. He predicts there will be new growers next year, even into southern Minnesota. "And around here I think we'll see farmers growing wheat who haven't grown the crop in many years." However, Ziller hesitates to predict which crop, corn or soybeans, will lose acres to new wheat seedings. "I simply don't know because neither crop can afford to lose acres. The reality is that both soybeans and corn need more acres so who knows which will be the winner." And he definitely predicts a wheat seed shortage, perhaps for both spring and winter wheat varieties. Knutson is the big seller for Ziller Seeds. "Unfortunately, we may see quite a run on bin-run

*Turf Wars continued on page 3*



# What's in a Barn?

By Dave Gehrke, Accredited Rural Appraiser/Real Estate Sales

Driving in rural Minnesota these days it doesn't take long to notice a change in the scenery. The rural landscape once spotted with farm sites. Each site having a few cows, a few hogs and a few chickens has given way to specific livestock enterprises. The hog industry has seen its share of change in the past 18-20 years. Producing hogs that are globally marketed has made Minnesota the third ranking state in hog production.

Today's emphasis on disease control resulted in three site production concepts for larger producers. Farrowing on one site, nursery on another and finishing on the third site. Each site is isolated from the other. Farrowing barns are generally built to house 1,200, 2,400 or 4,800 sows and will have a full staff of employees to care for the animals. The complex is made up of an office, gestation/breeding barn and a farrowing barn. Each barn is connected by a set of hallways used to move hogs from one barn to the other. Disease control is crucial. Offices have walk through showers and a complete set of laundered clothes for all employees and visitors prior to entering the animal area. Upon leaving the facility, you must shower out as well. Feeding is often done by hand in the farrowing rooms and by automatic overhead feed lines in the gestation and breeding barn. There are several different styles of waste storage. Some barns have 8 foot deep pits under the animals to contain the waste, others have earthen lagoons or outside concrete storage vats where the waste gets piped too. Whichever system is used the producer must have it approved by either a county or state agency in order to operate. Piglets are weaned at 10-12 pounds and delivered to the off site nursery barn to be raised to 40-50 pounds before being transferred to the finishing site. Because pigs are social animals efforts are made to keep the groups together and reduce the animals stress during the move.

Nursery sites will generally have 2,400 to 4,800 to 9,600 head on one site. Nursery barns are generally constructed similar to the farrowing barns and will have an office with a shower in shower out facility. Barns are constructed with a hallway running the length of the barn with rooms adjoining the hallway. Each room will house 600 to



1,000 pigs per room. Pigs are on heavy wire or plastic flooring with waste storage beneath. Waste management is similar to those found in the farrowing complexes. Fresh tempered air is brought in through a series of inlets to provide the ideal environment. Food and water is readily available by overhead feedlines and water lines. Nursery rooms and farrowing rooms are thoroughly cleaned from top to bottom after each load out. A majority of the facilities are equipped with a back up electrical generators to insure pig safety in the event of a power outage.

When the pigs are 40 to 50 pounds they are moved to a finishing

site. Another option is a wean to finish barn, where the pigs go directly from the sow to a specially equipped finishing barn. Finishing sites come in a variety of sizes with one main goal to efficiently raise the hogs to market weight. Barns may or may not have a small office and will generally be 1,000 to 1,200 head per barn with 2,400 to 6,000 head per site. The traditional finishing barn will have a concrete slatted floor over an 8 foot deep concrete pit, automatic curtain sides which go up and down depending on the need for ventilation and several LP heaters for heat in the winter time. Feeding is automatic and delivered from the bulk tank by the overhead feedline to the stainless steel feeder. Water is delivered by nipple or cup type waterers and can be mixed with the feed in certain type feeders.

There are a number of different styles of finishing barns, some are completely enclosed with large fans on one end and an auto curtain on the other to produce a tunnel ventilation effect. In the past few years, double wide barns have become quite popular with a common wall in the center, fans on one end and auto curtain on the other. These barns may have the typical solid steel gating and a feeder for each pen or they may have a "food court" design. The food court system is designed to weigh each hog as it goes to eat and will automatically direct the hog, depending on its weight, to food or not and then release it into the general area. The theory being more uniform weights for the processor. Waste handling is often done by pits under the barns. However, earthen lagoons are also prevalent in certain areas.



Appraising hog facilities has become common place today compared to 20 years ago. A market for hog facilities has been established and well documented. Yet, it is still very important for the appraiser to understand the functionality of the facility, materials used in the facility and the quality of construction in order to accurately appraise the facility. The appraiser must also understand the economics of the facility in order to arrive at a reliable opinion of value.

A lack of proper management can quickly depreciate a structure due to poor maintenance and must be taken into consideration when appraising a facility. Changes in building design, equipment and producers preferences are taken into consideration when evaluating the subject property.

The next time you drive by and see one of these facilities that may look the same as the one down the road, please note that to the trained appraiser they are not all the same and each one has its own unique characteristics to be valued.

*Turf Wars continued from page 1*

wheat for seed. That potentially spells out both quality and disease issues.”

Koestler too noted that wheat following corn could be a challenge because of leaf disease problems so wheat after soybeans is the better choice, be that winter or spring wheat.



Wheat seed prices are \$11.75 for 50-lb. bags at Albert Lea Seed. Seeding rate

is 125-140 lbs. per acre so \$25 to \$30 per acre seed costs is where you start. “But your total costs, not including land, is only going to be between \$75 and \$100 per acre... that’s seed, tillage, seeding and fuel. Corn production costs, excluding the land, typically are running \$350 to \$400 per acre today,” noted Koestler. And if you’re in a corn on corn program, your fertilizer costs, especially nitrogen, can be crowding \$200 per acre. So net per acre has to be the juggle point when you put the pencil to crop choices for 2008 is his advice.

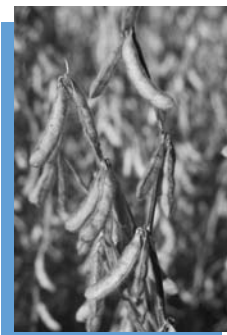
He suggested farmers consider slipping in some wheat acres as a way to minimize financial risks. He said markets are suggesting at least two good growing years for wheat at these stronger prices because drought-induced wheat shortages are worldwide and won’t ‘get fixed’ in a single crop year. Both Australia and Russia, major wheat producing countries, have already announced export restrictions on their wheat production.

Another bonus of wheat in your rotation is that it is very good at breaking disease cycles, be that soybean cyst problems or certain corn diseases such as corn nematode problems. But key to winter wheat is seeding time. For southern Minnesota an approximate 20-day window after October 5; mid-September or earlier in northern MN. “Plant too early, or too late and you’ve hurt the winter hardiness of the wheat.”

But aren’t those current \$8 plus prices for soybeans equally tempting for more acres? Koestler said ‘yes’ but certain disease pressures such as soybean aphids, soybean sudden death syndrome, and of course soybean cyst nematode issues need to be considered. “Plus you probably have a higher production cost with soybeans than with wheat, and no particular assurance that your soybean yields will be any better.”

A plus for new varieties however is that there now are cyst nematode resistant soybeans with absolutely zero yield drag. “But you need to learn how to manage even these cyst resistant soybeans because there are various races of soybean cyst nematodes. It becomes a bit more scientific in how you put your resistant soybeans into your rotation.”

So how much carryover will exist on September 1, 2008 based on the apparent turf war. The August Farm Futures survey showed September 1 corn supplies could fall to just 685 million bushels, even with significant rationing in exports and feed usage. Soybean stocks would barely grow despite the increase in seedings because exports and biodiesel continue to grow. Wheat supplies are projected to stay very tight so wheat could be the ‘trump card’ in many areas.



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**507-359-2004 (New Ulm)**



## 2007 Harvest in Progress

*By: Leon Carlson, Accredited Farm Manager*

As of this writing, (October 23), the 2007 harvest is in full progress in West Central Minnesota. The record low rainfall and heat in July, August and September and the abundant rains in early October, have delayed the harvest. Corn harvest started earlier this year as the hot and dry conditions brought the crop to quick maturity and early dry down. Some varieties have had weaker stalks and stand ability problems also giving reason for growers to start harvesting as soon as possible. Corn yields have been quite variable; but, in general, somewhat better than earlier thought. It appears nationally that we will harvest a record crop of corn which is about 60% complete.



Soybean harvest is also approximately 75% complete as well on a national basis. Yields, which more directly benefited from the August and September rainfall have been slightly disappointing in our area. The longer maturing soybeans have been yielding slightly better than the shorter maturing varieties. As with corn, the soybeans on sandy or light soils were affected more by the heat and lack of rainfall in July. Sugarbeet harvest is also progressing and there is approximately 50% of the crop removed to the respective piling sites at this time. Yields on all crops, including sugarbeets, have been good.

# Real Estate Offerings



NORTH CENTRAL® Realty, A Division of Upper Midwest Management Corporation.  
Contact either the New Ulm or Olivia office.

## Public Auctions



### RENVILLE COUNTY, MN

100 acres more or less, 97.41 tillable acres in Martinsburg Twp.

#### **Benefits/Features**

Located 3 miles south of Buffalo Lake on Co. Road 8 and 1 mile west. High percentage of tillable land.

TO BE SOLD AT AUCTION Nov. 8, 2007 at 1:30 p.m. at Buffalo Lake Community Center in Buffalo Lake, MN.

### RENVILLE COUNTY, MN

141 acres more or less, on south side of Olivia along Hwy. 71.

	Total Acres	Tillable Acres
Tract I	75.7	71.01
Tract II	65.3	61.59

#### **Benefits/Features**

Good cropland with development potential.

TO BE SOLD AT AUCTION Nov. 10, 2007 at 10:30 a.m. at Max's Grill in Olivia, MN.

### SIBLEY COUNTY, MN

157.18 acres more or less, 154 tillable acres in Dryden Twp.

#### **Benefits/Features**

Located 1.5 miles north of Gaylord on MN Hwy. 22. Good productive soils. Two tile drainage easements. Top quality farmland. Excellent location.

TO BE SOLD AT AUCTION Nov. 9, 2007 at 1:30 p.m. at American Legion in Gaylord, MN

### RENVILLE COUNTY, MN

152.37 acres more or less, 150.24 tillable acres in Kingman Twp.

#### **Benefits/Features**

High quality farmland located on a tar road. Strong rental area. 1 large field.

TO BE SOLD AT AUCTION Nov. 16, 2007 at 1:30 p.m. at Max's Grill in Olivia, MN.

### SIBLEY COUNTY, MN

155.5 acres more or less, 149.3 tillable acres in Alfsborg Twp.

#### **Benefits/Features**

Dark colored productive soils, in high state of fertility. Good tile outlets.

TO BE SOLD AT AUCTION Nov. 20, 2007 at 1:30 p.m. at the Veteran's Center. *(This listing has a bidding requirement.)*

### REDWOOD COUNTY, MN

70.45 acres more or less, 69.26 tillable acres in Underwood Twp.

#### **Benefits/Features**

Over 98% tillable, productive cropland. Good drainage ditch.

TO BE SOLD AT AUCTION Nov. 26, 2007 at 1:30 p.m. Community Center in Vesta, MN

### FARIBAULT COUNTY, MN

240 acres more or less, 222.8 tillable acres in Elmore Twp.

#### **Benefits/Features**

Highest quality land the county has to offer. Available to buyer for 08 crop year.

TO BE SOLD AT SEALED BID AUCTION November 15, 2007 at 2:00 p.m. at the Ag Center in Blue Earth, MN

### FRANKLIN COUNTY, IA

310 acres more or less

#### **Benefits/Features**

Being sold in two tracts or buying the entire farm. Well tiled, highly productive.

TO BE SOLD AT SEALED BID AUCTION November 20, 2007 at 2:00 p.m. at the Harriman Park Shelter No. 6 in Hampton, IA.

## ★ UPCOMING AUCTIONS ★

### WEST POLK COUNTY, MN

298 acres more or less

### WABASHA CO., MN

1 Owner, 3 Tracts

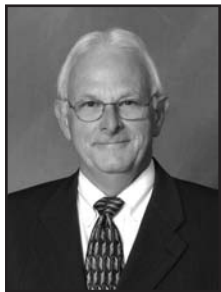
- Mount Pleasant Township  
150 acres more or less
- Lake Township  
648 acres more or less
- Lake Township  
72 acres more or less

*Check our website for further information. Dates and times to be announced.*

Please e-mail us if you would like to visit with us about any of our services. E-mail addresses for NORTH CENTRAL® News are: [info@ummccorp.com](mailto:info@ummccorp.com) or [ummcolivia@ummccorp.com](mailto:ummcolivia@ummccorp.com)

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# 2007 Farm and Land Sales

Sold by: NORTH CENTRAL® Realty/Upper Midwest Management Corp.

January 1, 2007 – October 15, 2007

*"Only our  
individual faith  
in freedom  
can keep  
us free."*

*- Dwight D. Eisenhower*

Total Acres	County	P.A. Sale Date	Price	Buyer & Comments
129	Brown	Feb	\$444,204.00	Farmer & Families
40	McLeod	Feb	\$152,000.00	Farmer
148	Renville	March	\$714,339.00	Farmer
151	Renville	March	\$658,273.00	Investor Buyer
135	Stearns	March	\$393,000.00	Investor Buyer
200	Blue Earth	April	\$762,550.00	Investor Buyer
160	Yellow Medicine	April	\$436,000.00	Farmer
141	Stevens	May	\$100,000.00	Investor/Hunting
38	Rice	June	\$375,000.00	Investor-CFD
310	Murray	June	\$1,030,000.00	Investor <i>waiting to close</i>
320	Yellow Medicine	July	\$535,000.00	MN DNR <i>waiting to close</i>
71	Renville	July	\$280,000.00	Investor
Bldg Site	Lyon, IA	Sept	\$40,000.00	Tenant <i>waiting to close</i>
98	Lyon, IA	Sept	\$371,000.00	Tenant <i>waiting to close</i>
46	Lyon, IA	Sept	\$192,000.00	Tenant <i>waiting to close</i>
169	Nicollet	Sept	\$132,565.00	Investor/Hunter

## FARMLAND FOR SALE

### CHIPPEWA COUNTY, MN

**Property:**

149.94 acres more or less, 148.70 tillable acres in Rheidlerland Twp.

**Benefits/Features:**

Good heavy clay loam soils. Some private tile – drains to Hawk Creek. Strong rental area. High quality farm.

### MEEKER COUNTY, MN

**Property:**

140 acres more or less, 136.9 tillable acres in Danielson Twp.

**Benefits/Features:**

Favorable terms for buyer. One-third down, \$20,000.00, annual payments for 7 year term.

### RENVILLE COUNTY, MN

**Property:**

50 acres cropland adjacent to Danube. Highway 212 frontage.

**Benefits/Features:**

Good cropland and development potential

### RENVILLE COUNTY, MN

**Property:**

160 acres more or less, 149 tillable acres in Wellington Twp.

**Benefits/Features:**

Strong rental area, good productive soils, tile drained to a ditch that crosses property.

### SCOTT COUNTY, MN

**Property:**

40 acres more or less, 37.4 tillable acres in Blakeley Twp.

**Benefits/Features:**

Property has a nice bldg. site area with trees. Located on tar road, minutes from metro area.

### WRIGHT COUNTY, MN

**Property:**

71 acres more or less, 50 tillable acres in Sec. 22, Stockholm Twp.

**Benefits/Features:**

1 building eligibility. Mix of tillable and marsh low lands. Good site for hobby farm near Cokato.

## DEVELOPMENT PROPERTIES

### LESUEUR COUNTY, MN

**Property:**

55 acres, more or less.

**Benefits/Features:**

Ready to be annexed into the City of Montgomery 7 miles south of New Prague. Utilities extend to east property line.

### BROWN COUNTY, MN

**Property:**

10.56 acres more or less.

**Benefits/Features:**

Outside city limits of New Ulm. Presently zoned: light industrial. Future zoned: high density residential.

### RENVILLE COUNTY, MN

**Property:**

4.7 acres more or less

**Benefits/Features:**

U.S. Hwys 212/71, Olivia, MN. Lots 1 & 2, Block 2 Rauenhorst-Bellows Industrial Park.

### CHIPPEWA COUNTY, MN

**Property:**

18.9 acres more or less in parts of Outlots 14, 16, 17, 18 lying east of JD 7 and south of MN Highway 23 adjacent to Clara City, MN in Rheidlerland Twp.

**Benefits/Features:**

Nice residential building lots on tar road. Sewer, water, electric next to property. Good opportunity for developer.

*This newsletter is intended as general information to our clients and friends on agricultural subjects. It is not intended to render advice; such advice can only be given when related to actual situations. If you have any questions, please contact Jim Thomas, Owner, President of UMMC/NORTH CENTRAL® Realty at 507-359-2004.*

*more offerings on page 8*

*North Central News 7*

# Real Estate Offerings

Continued from page 4

## RECREATIONAL

### FARIBAULT COUNTY, MN

**Property:**

101.4 acres more or less in Brush Creek Twp. (Albert Lea – Blue Earth, MN area)

**Benefits/Features:**

CREP income. Good hunting habitat with shallow lake, marsh and state land nearby.

### RENVILLE COUNTY, MN

**Property:**

156.49 acres more or less, 132.1 acres in RIM. Troy Twp. Adjacent to the northeast corner of the City of Danube.

**Benefits/Features:**

2 residential building entitlements. Located on a tar road. Wetlands, water, woods and grass. Provides prime habitat for pheasants and whitetail deer. Terms available.

### WATONWAN COUNTY, MN

**Property:**

146.42 acres more or less between St. James and Madelia

**Benefits/Features:**

Good hunting land for pheasants, ducks, geese & deer. Will consider offers.

### NORMAN COUNTY, MN

**Property:**

680 acres more or less, 494 acres in Conservation Reserve, 106 acres est. in pasture, plus farmstead and roads in Spring Creek Twp.

**Benefits/Features:**

2 bldg sites – one with an older home of no value. CRP contract at \$55.76/ac. through 9-30-2017. Good grass cover on CRP acres. Excellent deer hunting. Access on two sides of property on gravel roads. Get good returns, plus hunting.

## RURAL RESIDENCES

### KANDIYOHI COUNTY, MN

**Property:**

7 acres more or less located about 5 miles south of Belgrade, MN.

**Benefits/Features:**

3 bedroom home located on property. Affordable price.

### NICOLLET COUNTY, MN

**Property:**

3.5 acres in Section 27, Bernadotte Twp. (7 miles north of New Ulm on MN Hwy 15, 6 miles east on County Road 15.)

**Benefits/Features:**

Well built rambler. Good wind break.

### FARIBAULT COUNTY, MN

**Property:**

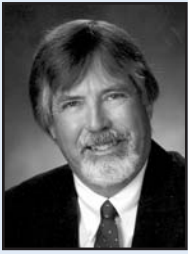
6.52 acres more or less located about 3 miles from Bricelyn, MN or approximately 10 miles south of Interstate Hwy 90. (Albert Lea-Blue Earth area)

**Benefits/Features:**

Extensively remodeled 3 bedroom home. Includes attached 2 stall garage. Property includes a 54' x 72' Morton building and a 40' x 60' Quonset.

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# Wind Energy on a Local Level

By: Stephen C. Nelson, Environmental Well and Septic

Energy, for our homes and farms, has become a key component in how we look at our world. Much has been written about global warming, Middle East oil sources, and the politics of solutions. Enterprises have taken a cue from Minnesota's Governor Tim Pawlenty's mandate of 25% green energy by 2025, to look at business opportunities that lie ahead. I believe private solutions to energy independence will be a key to our future.

The most readily available energy source throughout our region is wind. We have heard much about large wind generation in the 1.5 mega watt range located on the Buffalo Ridge area near Tyler, in southwestern Minnesota. Each of these generators will produce enough energy to power hundreds of homes. But limited transmission lines and licensing problems have become an obstacle to future expansion.

However, we have another option. Small wind generators, whose capacity range fewer than 40 kilowatt hours, can be erected on farm and home sites without these obstacles. Power transmission is accomplished using local utility lines leading to your home or business. Small wind generation also requires no complicated licensing permits.

The most common sized generator for local use is a 20 KWH system. This unit produces electricity for up to three homes. The power generated by wind speeds of 8 – 25 miles per hour is direct current. This power is transferred through an inverter which changes the D.C. power to alternating current which can be used for normal electrical needs.

You may ask what happens if wind speeds are low? This is solved by having two meters on site. If generation is not adequate, power will be purchased from the utility and recorded on an incoming meter. If you have excess generation it will be recorded on an outgoing meter. The Rural Electric Co-operatives are required to pay you for excess generation at the same rate as you pay the Co-operative. In most cases, wind generation produces more power than what you consume. This will earn you a payment from the utility for the excess power. This is called net metering and is required by state law. Incentives also include no Minnesota sales tax on equipment, no increase in property valuations, and accelerated depreciation.



These generators will be sited in open areas away from trees and buildings. They are supported by lattice steel towers up to 120 feet high so before construction. Of course, it is recommended that you talk to your neighbors to decide if it would impact them.

But there are also obstacles here. The price of these structures needs to be more in line with potential income. A 20 KWH generator fully erected could easily cost in the \$70,000.00 range. One could expect about \$2,000.00 per year income from production. Tower rentals to communication companies are showing promise. Accelerated depreciation helps. Reality is that you can expect a return on investment in the 3% to 3.5% range. This would not include interest paid to finance a project.

Like many emerging enterprises, small wind generation will need government supports. This is also done in the ethanol industry. History into many other agricultural commodities reveals price bases or production payments. We have been monitoring potential incentives that may be coming. Possibilities are discussed at both Federal and State levels that look promising.



The good news is these generators can last for 25 years before requiring any major repairs if properly maintained. We don't know the future cost of electricity. Will carbon credit be of value? Fossil fuels are finite in availability. How will heavy metals be purged? Will carbon production still lead to global warming? We can answer each of these questions ourselves by first cutting consumption at home, use less gasoline, and change our purchasing habits to more earth friendly products. Recycle. Secondly, we can look for an energy source that will give us control of our own production to consumption. This is where small wind becomes important. Other options include geothermal heating and cooling and passive solar energy.

*Stephen C. Nelson of Spicer, MN operates a small business called "Environmental Well and Septic." Their main emphasis over the last few years has been septic inspection, water testing and diagnostic soil analysis on building site through out west central Minnesota. They have recently expanded their operation into green energy systems appropriate for this and surrounding areas. They have been involved in numerous geothermal HVAC projects and have taken the lead in small wind generation. They are members of the University of Minnesota Clean Energy Resource Team steering committee and have taken part in expos and energy related education programs throughout the area. If you have any questions, you may call Mr. Nelson at 320-354-5232 or cell 320-220-0561.*

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