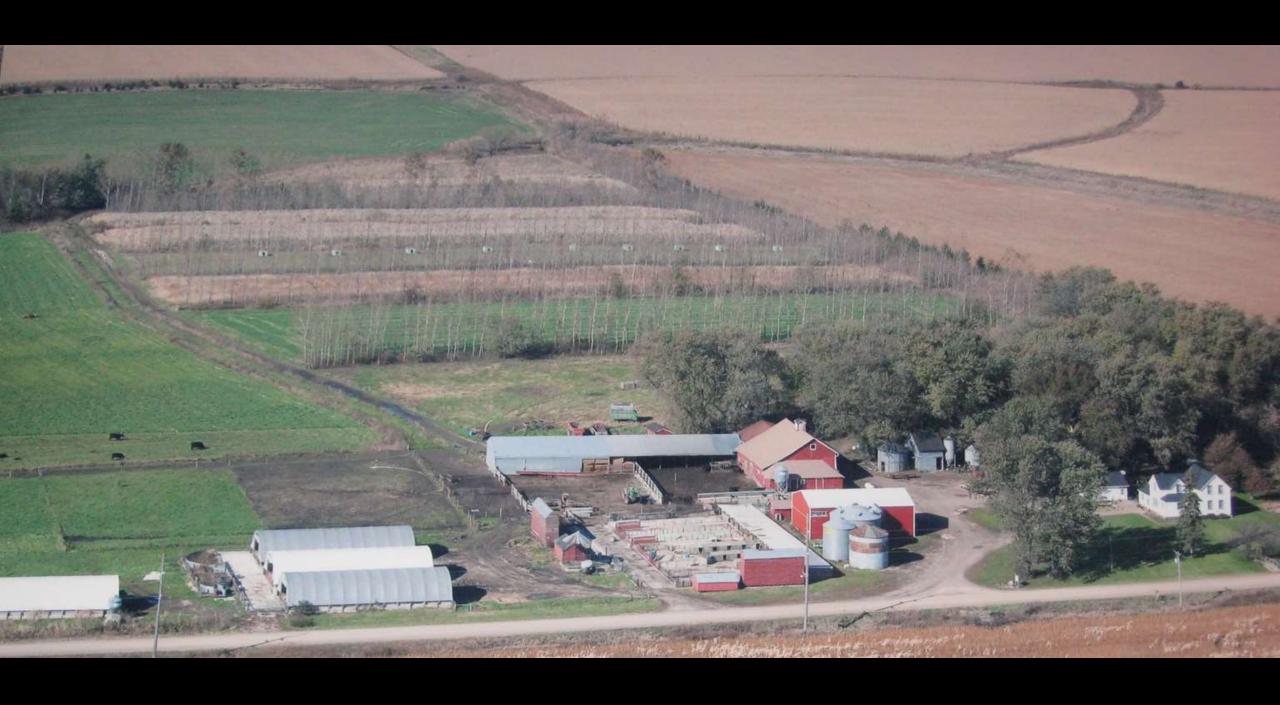
FARMING FOR PROFIT, FOR WATER AND FOR THE FUTURE

Tom Frantzen
New Hampton, Iowa

tfrantzen@iowatelecom.net





Proud Member of:

Practical Farmers of Iowa



Working Together, Always Learning

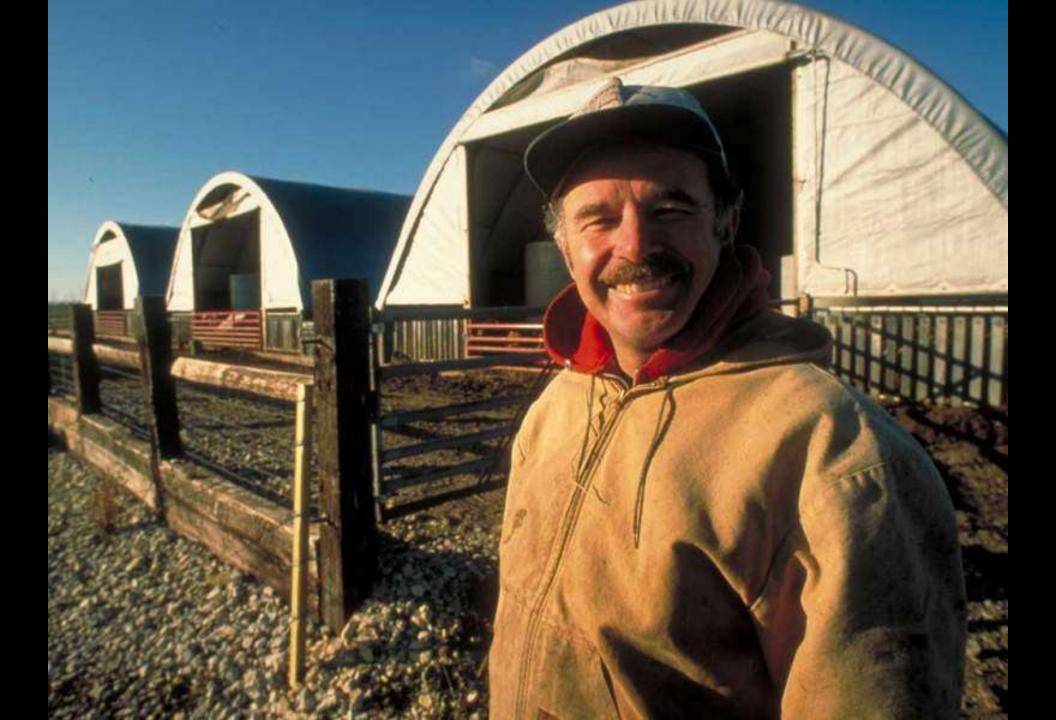
Frantzen Farm Motto

•WE BELIEVE THAT WE SHALL SEE THE BOUNTY OF THE LORD, IN THE LAND OF THE LIVING.

Psalm 27

"DIVERSITY LEADS TO STABILITY"





TODAY'S
SOLUTIONS
BECOME
TOMORROW'S
PROBLEMS!

WHY?

"EXPENSIVE SOLUTIONS TO AGRICULTURAL PROBLEMS ARE ALMOST ALWAYS WRONG"

Wendell Berry

TRUE SOLUTIONS

DO NOT CREATE

NEW PROBLEMS

SOME Fundamental Truths

• The path in life you choose makes little difference if you don't know where you are going.

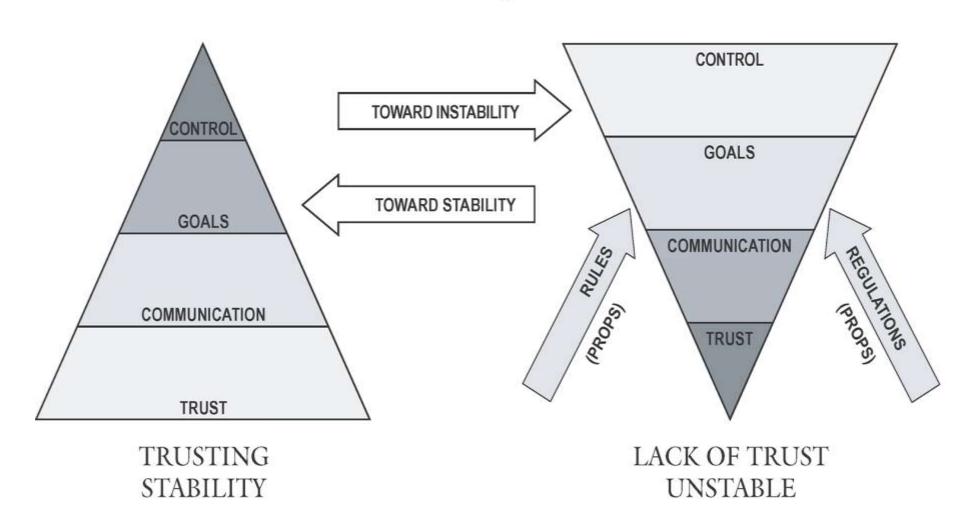
 "There's no worse mistake in public leadership than to hold out false hopes soon to be swept away." – Winston Churchill

 "Survival has nothing to do with power, speed, or size, but everything to do with the ability to adapt to change." – Charles Darwin

RULE OF HUMAN INTERACTION

•1. YOU WILL ALWAYS SEEK TO CONTROL WHAT YOU DO NOT TRUST.

Gibbs Triangle



MOTHER Nature's Has Four Rules:

- Water Runs Downhill (fast above ground and slow below!)
- There is No Free Lunch (There are always tradeoffs)
- Everything is Related to Everything Else (Denial of this is a fundamental flaw in the science of genetic engineering).
- Mother Nature Always Bats Last (she does not care about time)

WHAT IS A RENEWABLE NATURAL RESOURCE? ANOTHER BRUTAL TRUTH!

• TO BE CONSIDERED "RENEWABLE" A NATURAL RESOURCE MUST BE ABLE TO BE CREATED BRAND NEW IN LESS THAN THE AVERAGE HUMAN BEING LIFETIME.

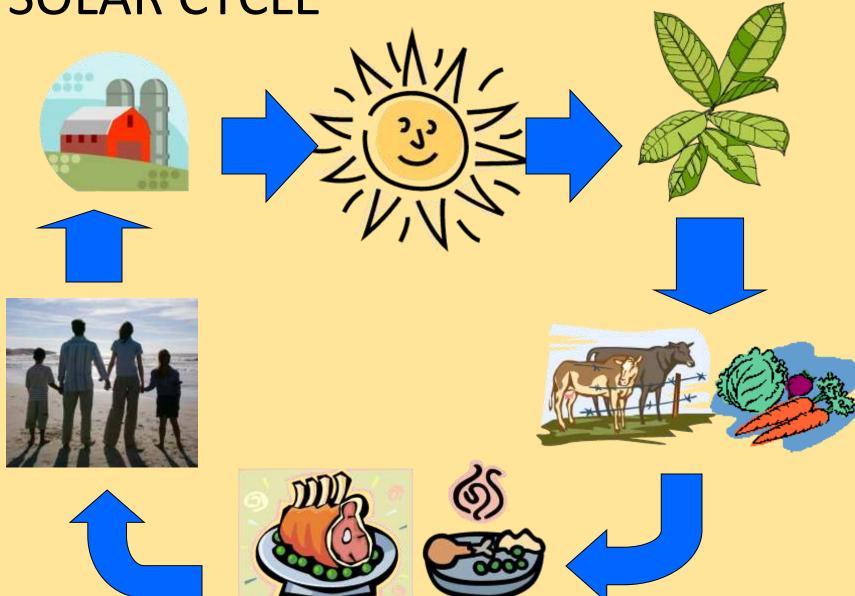
Professor John J. Renton

NOW WHAT ABOUT FARMING?

ONCE THE PEOPLE
ISSUES ARE RESOLVED
WE GET TO DEAL
WITH THE GREAT
OUTDOORS AND HOW
WE GO ABOUT
MAKING A LIVING.



SOLAR CYCLE



CROPP brands









REMEMBER...

STABLE PAY PRICE

+

SUSTAINABLE PAY PRICE

=

RURAL ECONOMIC DEVELOPMENT



Business Realities – Hedgehog Concept

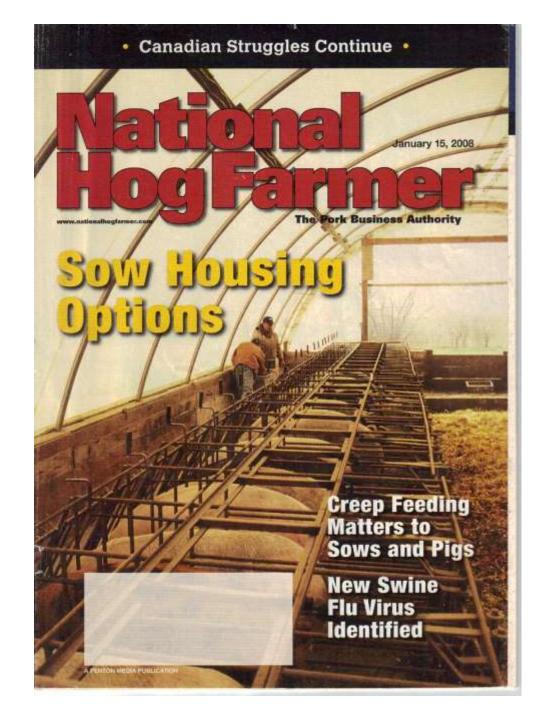
- 3) Business defense strategy
 - Are you a fox?
 - Or are you a hedgehog?

What you are deeply PASSIONATE ABOUT

What you
CAN BE THE
BEST IN THE
WORLD at

What drives your ECONOMIC ENGINE

* Resource: Three circles of Hedgehog Concept – Good to Great, Jim Collins











PFI Co-Founder

"When the cow leaves, the rotation changes to all row crops: No need for oats or hay, less ground cover, soil erosion increases, no chores for kids, input costs increases, income decreases, off-farm work, more acres, fewer farmers, weakened family, community downgrades."

- Dick Thompson, 1931 - 2013

WISDOM OF BUDDHA

IF YOU WOULD BE A ROCK, THEN BE A PRECIOUS GEM.
IF YOU WOULD BE A BIRD, BE A WHITE DOVE.
IF YOU WERE A FLOWER, THEN BE A RED ROSE.
BUT IF YOU WANT TO BE A TRUE HUMAN BEING, BE A REVOLUTIONARY!

