



# Cheeps & Chirps

..... Points for Poultry Profitability

VOLUME 3, ISSUE 4

DECEMBER, 2010

## GROWER WORKSHOPS HELD DECEMBER 1-3

### INSIDE THIS ISSUE:

Grower workshops held	1
Environmental award winners	1
Free software available	2
Student scholarship winners	3
Avoid obstructions when installing attic inlets	4
Terry Ashby inducted into the KY Poultry Hall of Fame	5
Adding tunnels fans may increase static pressure	6
Feed costs and meat production	7
End of the Poultry Energy project	7
KPF membership drive	8

Grower educational workshops were held in Murray, Madisonville, and Somerset December 1, 2 and 3, respectively. At each site there were four speakers discussing topics important to poultry producers. The workshops were sponsored by Advance Feeding Systems, Inc., Cumberland/Hired Hand, First Financial Bank, Glass-Pac, Farm Credit Services of Mid-America, Kentucky Poultry Federation and the Kentucky Ag Development Board.



Mr. Ralph Stonerock is a technical sales consultant with Terregena. He spoke on controlling flies and darkling beetles. Darkling beetles are a biosecurity threat since they are involved in disease transmission (virus, bacteria and parasites).

In his presentation Mr. Stonerock indicated that it is important to:

- \* Know your pest, including the life cycle
- \* Have a plan for controlling pests
- \* Start early
- \* Monitor pest populations
- \* Know your choices—know what you can do under different circumstances, being realistic in your expectations

Past insecticide programs for darkling beetles have resulted in selection for delayed egg hatch with larvae showing up after 35+ days, and extended pupation periods with adults showing up 56 days later. This shift in life cycle timing presents challenges for control programs and shifts in application timing are required to insure that the beetle and treatment are in the same place at the same time.

A bioPesticide from Terregena (balEnce™) is

*(Continued on page 2)*

## FAMILY FARM ENVIRONMENTAL EXCELLENCE AWARD WINNERS

At the Kentucky Poultry Festival, two broiler growers were presented with Family Farm Environmental Excellence Awards. They were Brandon, Wayne and Matthew Glenn of Glenn Valley Farm in Daviess County and Melvin and Lavada Samples of Samples Farm Inc. in Carlisle County.

Glenn Valley Farm grows broilers for Perdue. They farm 1200 acres of land and added poultry houses to diversify their operation. They also grow corn, beans, alfalfa, hay and tobacco. They regularly take soil and litter samples for nutrient analysis to assure they are applying the correct amount of litter to their fields.



*Brandon Glenn receiving the environmental award for Glenn Farms*

The Glenns are active in the community and allow students that are involved in agriculture to tour the farm. They see this as an opportunity to show environmentally-friendly practices to the next generation.

*(Continued on page 3)*

## SOFTWARE FROM VENTILATION WORKSHOP AVAILABLE



Anyone interested in receiving a free copy of the computer software program demonstrated at the winter ventilation workshops held last month should contact Melissa Miller and she will mail you a jump drive with the program. The software program allows you to compare heating costs associated with changes in building structure or operation.

The ventilation workshops were held, via

video conferencing with the University of Georgia, on November 1-3 in various locations throughout the state. The workshop covered a wide variety of topics related to winter ventilation including determining broiler house heating system requirements, poultry house tightness, ventilation to control temperature, and attic inlets.

Melissa Miller can be contacted at:

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*There is strong evidence that windrowing prevents or reduces dermatitis problems.*

## GROWER WORKSHOPS . . . . . *Continued*

*(Continued from page 1)*

a grain-based bait formulation with a fungus (*Beauveria bassiana*) added. The fungal spores are picked up by the flies and beetles, germinate, and kill the host in 3-5 days.



Dr. Craig Coufal is an Assistant Professor and Extension Specialist with the Department of Poultry Science at Texas A&M University. His primary area of research and extension is litter and waste management. Dr. Coufal spoke on litter pasteurization by in-house windrow composting.

Windrowing has been referred to as composting but 'litter pasteurization' is a more accurate term. When temperatures of 130°F for 2-3 days are reached within the litter pile this is enough to kill pathogenic organisms present.

There is strong evidence that windrowing prevents or reduces dermatitis problems but it is not considered a 'silver bullet.' As with most tools it is important that the windrows be managed properly or they can be more detrimental than helpful. Windrows should not be considered an ammonia control tool.

Dr. Joseph (Jody) Pursell is a Research Agricultural Engineer with USDA Agricultural Research Service's Poultry Research Unit at Mississippi State University. His research program is focused on optimizing broiler house environments to improve production and energy efficiency. Dr. Pursell spoke on getting the most out of your attic inlets.

As with windrowing, attic inlets are not a 'silver bullet' but optimal use of attic inlets can reduce gas usage, reduce moisture in the house, and improve air quality.

The fundamentals of the structure and ventilation must be sound. Like other inlet systems, leaks reduce effectiveness. It is important to look at the whole picture since attic inlets may not be appropriate for some houses. It is important to make sure that the inlets open and close properly and that the attic space has ventilation at eaves and ridge to exhaust moisture.

Dr. Susan Watkins is an Extension Poultry Specialist with the University of Arkansas Division of Agriculture. She provides assistance to the broiler, turkey, and layer industries in the areas of drinking water quality, energy savings, equipment evaluations and sanitation. Dr. Watkins spoke on managing water quality for successful flocks.



Water is a very important nutrient but is often overlooked. Water programs must be managed 24/7, 365 days a year, even when the facilities are empty. You should test your water twice yearly (hot and cold seasons) and take swabs to check weak points in the system.

Good water quality is essential for optimum bird performance. Unfortunately it is rarely a given. Water quality is impacted by many factors such as products used and the presence of natural contaminations. Understanding how factors impact each other can help producers avoid issues and make right decisions on water treatments. Good water sanitation is essential for a healthy bird and for preventing challenges.

*Use of attic inlets can reduce gas usage, reduce moisture in the house and improve air quality.*



# SCHOLARSHIPS AWARDED AT POULTRY FESTIVAL

Five students were awarded \$1,000 scholarships each from the Kentucky Poultry Federation. The KPF scholarship fund was established to assist and encourage graduating high school students to continue their education. The scholarship program was created to benefit the children and grandchildren of our poultry complexes' producers and employees. Funds for the KPF scholarships are raised through our annual silent auction that takes place annually at the Kentucky Poultry Festival.

This years scholarship recipients were Kristyn and Kaitlyn Hooper, Rachel Smith, Hensley Rector and Ashlee Castle.



Kristyn and Kaitlyn Hooper's father is the Perdue feed mill manager. Kristyn plans to work towards a career in physical therapy while Kaitlyn is interested in nursing. In her essay on 'what the poultry industry has done for you,

your family or community,' Kaitlyn wrote: "The Kentucky poultry industry has stimulated the economy of my community by providing jobs and income for many families. ... With the phase out of the tobacco program, it became necessary for farmers to find another source of income and the poultry industry provided the answer. The chicken houses help to provide a diverse portfolio for their farming operations." In her essay, Kristyn also commented on the importance of the poultry industry in providing jobs in her community, as well as around the state. She noted that chicken is the number one agricultural and food commodity in the state and that it has a large economic impact in the state.

Rachel Smith's father is a grower for Pilgrim's Pride and Rachel plans on majoring in journalism/mass communica-

tions. In her essay Rachel wrote: "Working in our chicken barns has never been easy. ... I know a lot of hard work will be involved when I go to the barns. This has shown me over the years that life isn't easy and the plate set before me might not always be what I want, but if I push through the negative, the reward is great."



Hensley Rector's family raises broiler breeders for Cobb. Hensley is currently attending Somerset Community College majoring in Merchandising. She expects to graduate in May 2011. In her essay Hensley wrote: "If someone were to ask what experience has shaped my life the most I would say, without hesitation, growing up on a farm. There is a sense of pride and credibility that comes with the experience of living on a farm. I feel I have better moral values, and appreciate things in life that most people might take for granted."

One scholarship is given to a student pursuing an agriculture related career. Ashlee Castle is currently attending Murray State University where she will graduate in May 2011 with a degree in Ag-Science communications/ PR. She plans to become the owner and operator of an ag-based youth leadership facility. In her essay Ashlee wrote: "Kentucky is blessed to boast a rich history in agriculture. Centuries have seen great ad-



advancements in the state's national production rankings, increased diversification among agricultural entities and widespread efforts to better educate industry professionals. ... Kentucky ancestry has set a tall bar for agriculturalists in the Commonwealth. It is now up to us to continue with modern growth and development and one day set such a challenge for tomorrow's generation."

## ENVIRONMENTAL AWARDS ..... Continued



Lavada & Melvin Samples receiving their environmental award

(Continued from page 1)

Samples Farm Inc. grows broilers for Pilgrim's Pride. They have two broiler houses on 106 acres of which 95 acres are crop land and 4 acres are woodland, water ways and filter strips. The farm started out as a dairy and row crop operation and in 1990 they diversified by adding broiler houses. They have since sold the dairy herd and concentrate solely on growing broilers.

Since the Samples have been raising chickens they have been very proac-

tive in managing their litter as well as their dead bird disposal. Annual soil tests are done to manage levels of N, P, and K on the land. They built rock chutes and grass waterways to prevent soil erosion and they follow no-till farming.

Melvin and Lavada pride themselves in the appearance of their poultry houses as well as their entire farm. The grass is mowed on a regular basis and they have landscaped around the barns with flowers and shrubs.

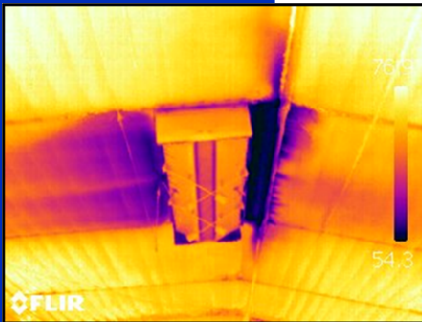


# AVOID OBSTRUCTIONS WHEN INSTALLING ATTIC INLETS

*“Considering potential obstructions to air flow is an important part of any ventilation air inlet installation.”*

At certain times of the year the air in the attic is warmer than the outside air. Attic inlets are designed to take advantage of the warmer attic air.

Attic air inlets are usually installed on or near the center line of a broiler house. Sometimes other items such as gas lines, electrical conduits and water lines are also attached to the ceiling near the center line of the house. Those items can obstruct airflow from an inlet and seriously disrupt the desired air mixing in the house.

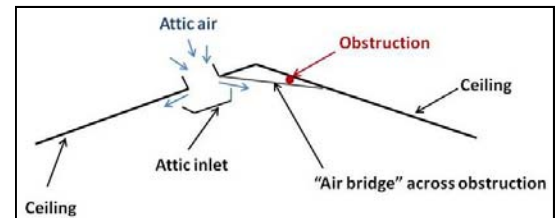


This thermal image is an example of obstruction of air flow from an attic inlet. On the left side of the attic inlet, cold air (indicated by the purple area) is spreading across the ceiling, gradually warming as it moves outward toward the sidewall. This is the desired pattern of air movement and is what we would expect to see on both sides of the inlet. In this case, though, we see something very different on the right side of the inlet. Cold air (dark area) on that side appears to have moved just a short distance from the inlet and stopped. In reality, though, the air has not stopped moving at all. Instead, the cold air jet has been deflected directly toward the floor, creating a cold drafty area for the birds and probably causing the heaters to run more than they should.

What blocked airflow on the right side of the inlet? In this house, the culprit was a 2-inch gas line installed on the ceiling, along the center line of the house, about a foot away from the air inlet. It was large enough and near enough to push the air jet completely off the ceiling, causing it to fall directly to the floor. A conduit, water line, or any other item projecting from the ceiling in the path of the airflow could have a similar effect.

It is difficult to predict with certainty whether a given size obstruction will cause an air jet to detach from the ceiling. It depends a great deal on the size of the obstruction relative to the thickness, speed, and temperature of the air jet when it hits the obstruction. The closer an obstruction is to an air inlet, the more likely it is to deflect the air jet off the ceiling. Under ideal conditions, no items that might obstruct airflow would be installed within 6-8 feet of an air inlet. Unfortunately, it is not always possible to install inlets as much as 8 feet away from any obstructions in existing houses.

When an inlet must be installed near an obstruction, as it was in the accompanying thermal image, the air jet exiting from the inlet must have a smooth path across the obstruction and back to the ceiling. Installing a flexible flat panel that extends from the edge of the inlet across the obstruction and back to the ceiling would be one way to eliminate the effect of an obstruction. In the thermal image example, such a panel would probably need to be 3 or 4 feet wide and about 2 feet longer than the attic air inlet. Think of it as an upside down bridge for the air jet to get across the obstruction!



Considering potential obstructions to airflow is an important part of any ventilation air inlet installation. Where inlets must be located near a potential obstruction, be sure to provide a smooth path for the air jet to cross over the obstruction and remain attached to the ceiling.

By Dr. Doug Overhults  
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# TERRY ASHBY INDUCTED INTO THE KENTUCKY POULTRY HALL OF FAME

Imagine trying to convince farmers to take a leap of faith to build poultry houses and raise chickens in an industry that was relatively new to western Kentucky. That's precisely the challenge Terry Ashby faced when Perdue was building its Cromwell-based operations in the mid-90s, a time when few Kentucky farmers were familiar with the broiler industry. Today, Kentucky is ranked eighth among the U.S. poultry-producing states—thanks in no small part to the more than 57 million birds processed each year at Perdue's Cromwell plant.

"There were plenty of naysayers who told everyone that Perdue would pack up and leave town in a couple of years," said Terry, who was the first Complex Manager in Cromwell. "The local banks and Farm Credit got behind us in selling poultry to local farmers. Growing poultry was a great solution to the problem that many farmers were facing with less income on the farm because of the reduction of tobacco being grown," he said.

It's that kind of pioneering spirit and 30-plus years devoted to an industry that inspired the Kentucky Poultry Federation to name Terry the lone inductee to its Hall of Fame in 2010.

"Terry Ashby is a great asset to the poultry industry and has been one of the pioneers in helping the industry to achieve its current status as number-one farm commodity in the state of Kentucky," said President of the Kentucky Poultry Federation Terry Paschall, a former Perdue Associate who worked with Terry in Lewiston, NC years ago. "Terry has been an ambassador for poultry production and it has been a great honor to work with him to see this come to pass in the last 20 years. Terry is a man of integrity, honesty, and loyalty who is admired by all those who have been touched by him in their lives."

## **A Kentucky face on an industry**

"Some say Terry put a Kentucky face on the developing Kentucky broiler industry," said Lynde Hughes, Live Production Manager at Perdue's Cromwell, KY operation, in remarks he delivered at Terry's induction ceremony.

In 1994, Terry was named complex manager at Perdue's soon-to-be-built Kentucky plant. He was responsible for the construction of the processing plant, feed mill, hatchery and wastewater treatment plant, and more than 300 broiler houses. He was hands-on in recruiting producers to the Perdue business model.

## **Roots run deep in Kentucky**

Terry was born and raised on his family's egg farm in Christian County in western Kentucky and learned all aspects of egg production, including egg processing and

distribution at Hudson Brothers Inc., where his father John was general manager. His father is also a member of the Hall of Fame.

## **Led Perdue complexes in North Carolina and Kentucky**

After graduating in 1979 from the University of Kentucky with a degree in agriculture economics, Terry joined Perdue as a live production supervisor in the company's Georgetown, Delaware roaster operation. He later moved to the sales side of the business as a marketing representative in southern New England, where he helped Perdue double its market share. He was then promoted to area marketing manager for metropolitan New York City, New York state and Connecticut.

In 1988, Terry, at 30, was the youngest person in the company to be appointed as a complex manager. He served six years in that capacity at the Lewiston's North Carolina operation. Today Terry is a national accounts manager, responsible for growing the company's retail business with the Kroger Co.

## **Awards and recognition**

Through the years, Terry has received numerous awards and recognition for his contribution to the industry. He is a past president of the North Carolina and Kentucky poultry federations. In 1993, he was named East Carolina Industrialist of the year. In 2008, Governor Steve Beshear appointed Terry to the Kentucky State Board of Agriculture.

Terry serves on the University of Kentucky Council for Agricultural Research and Education, the Ohio County Industrial Foundation and the Board of Directors at Owensboro Community and Technical College, both in Kentucky.

From a Perdue press release.

Luis A. Luna, VP of Corporate Communications



*Terry Ashby, center, holds the 2010 Kentucky Poultry Federation Hall of Fame award as Lynde Hughes, left, Perdue Live Production Manager, and Terry Paschall, President of the Kentucky Poultry Federation, look on.*

## ADDING TUNNEL FANS MAY INCREASE STATIC PRESSURE

*“Increasing air speeds in broiler houses can be helpful, but it is not always as simple as just adding one or more fans.”*

### Things to consider:

1. Will a fan improve air speed?
2. Is there sufficient evaporative cooling pad area for the higher air speed? Check the static pressure with all tunnel fans running.
  - \* If SP < 0.09 it is likely the evaporative pad and tunnel inlets can accommodate an additional fan.
  - \* If SP > 0.11 the evaporative pad area and/or tunnel inlet area are barely adequate for the existing fans.
3. Total fan capacity should be based on fan performance at 0.15 inches of water SP when trying to achieve high air velocities.
4. Select new fan with an airflow ratio of 0.75 or better.
5. The SP reading on the controller may not be representative of the true operating pressure at high air velocities.

Some growers are adding fans to their tunnel ventilation system in an effort to increase air speed over the birds during hot weather conditions. Additional cooling from higher air speed can have a beneficial effect on the birds and is probably desirable in some houses. In some situations, though, adding fans may also negatively affect house operations.

Adding additional tunnel fans without making any changes in the tunnel inlet will increase static pressure (SP) in the barn when all fans are operating. Higher operating pressures reduce airflow from all existing fans and also cause each fan to use slightly more electric energy. This effect is present at all SPs, but it becomes increasingly severe as the SP climbs above 0.10 inches of water. When house SP is increased from 0.10 to 0.15 inches of water, a typical 48-inch tunnel fan moves 5 to 10% less air and uses 4 to 8% more power.

In general, adding one tunnel fan may be very feasible with only relatively minor negative impacts if the existing in-house air speed is less than 600 fpm. A major airflow limitation that might be encountered is insufficient evaporative cooling pad area for the higher airflow rate. One way to evaluate the current pad area is to check the SP with all existing tunnel fans and the cooling system operating. The pads should be in good condition and reasonably clean for this test. If the house SP is less than 0.09 inches of water, the existing evaporative pad and tunnel inlet area is likely large enough to accommodate an additional tunnel fan with minimal negative impact. If SP is above 0.11 inches of water, the evaporative pad area and/or the tunnel inlet area are barely adequate for the existing fans.

When the desired in-house air speed is more than 600 feet per minute, it becomes increasingly difficult to achieve the target without a significant increase in SP. When the in-house air speed increases to 700 fpm and above, it is almost certain that the fans will be operating at SPs around 0.15 inches of water, or perhaps more. That's because total SP actually has two major components. One part is the pressure needed to pull air through the evaporative cooling pads and the tunnel inlet opening. The other part is the pressure needed to pull the air from the tunnel inlet, through the

barn, to the fans. When in-house air speeds are low (400 to 500 fpm) the pressure needed to pull air through the house is not very large and does not contribute much to the total pressure. As air speed increases, the pressure required to pull air through the length of the barn becomes increasingly large. About 0.05 to 0.08 inches of water pressure is needed to move air at 700 fpm from the tunnel inlet to the fans. Increasing the size of the evaporative pads will have no effect on this end to end component of the total SP.

Thus, increasing air speeds on up to 700 fpm or more can be a real challenge. Calculating total fan airflow capacity should be based on test results for SP no lower than 0.15 inches of water. This will result in the de-rating of existing fans by an amount that may be nearly equal to the full capacity of one existing fan.

New fans should also be selected to have an “airflow ratio” of 0.75 or better. The airflow ratio is an indicator of how fast the airflow declines as SP increases. Higher airflow ratios are more desirable when fans will be operating at relatively high SPs. The airflow ratio is published as part of the standard fan tests conducted at the University of Illinois BESS lab (<http://bess.illinois.edu/>).

Some other considerations are also attached to 700 fpm airspeeds. Static pressure can be 0.02 to 0.05 inches of water lower at the center of the barn where it is typically measured, than at the fan. Thus, the pressure reading on the controller may no longer be representative of the operating pressure at the tunnel fan end of the barn. Ceilings must be evaluated to determine if they are adequate to withstand continuous operating SPs in the range of 0.15 to 0.20 inches of water. At times, all tunnel fans can operate for extended periods of time so it is important that the ceiling be well secured.

Increasing air speeds in broiler houses can be helpful, but it is not always as simple as just adding one or more fans. To achieve the best results and minimize any negative effects, it is important to carefully evaluate both the existing system and the desired goal.

By Dr. Doug Overhults  
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## FEED COSTS AND MEAT PRODUCTION

The price of corn is expected to average about \$5/bushel for the 2010/11 crop year, about \$1.50/bushel over last year's price. Over 40% of the corn crop is expected to go to food and industrial uses (sweeteners and ethanol), about 15% will be exported and the rest (a little less than 40%) will be used as livestock feed. As more corn is used in ethanol, less is available for use in the livestock sector, and that has long run consequences.

Obviously, the dramatic increase in feed cost is going to have a significant impact on the meat industry. The first impact is on profitability. According to Bruce Babcock at Iowa State University, production cost for hogs will increase by \$0.15/lb, about 25% of the farm level price; the cost of finishing cattle in feedlots will go up by \$0.24/lb, also about 25%; and broiler cost of production will be 8% higher (\$0.07/lb). (You can read Dr. Babcock's article at: [http://www.card.iastate.edu/publications/show\\_policy\\_brief.aspx?id=1149](http://www.card.iastate.edu/publications/show_policy_brief.aspx?id=1149)). These are major increases in costs, but because prices have been at or near record high levels, there will not be major negative impacts in the near future.

Retail meat prices are also at or near record level prices. The average retail price of Choice beef was about \$4.50/lb, up 4% from last year. Pork price was at a record high level (\$3.40/lb) and 15% above the 2009 level. Chicken prices were up 4% to \$1.80/lb, which is a small amount compared to the other meats. The reason for the high retail prices is a combination of stronger demand (willingness to pay) and tight supplies.

The big picture is of concern to the meat sector. The meat industry does not simply pass on higher production costs to consumers, even though it would like to. Currently, high farm level prices are covering much of the higher production costs, but that may not last. If prices do decline, producers will begin to lose money, which means there will be fewer cattle, hogs and chickens produced. The lower animal numbers will lead to a smaller overall meat supply as a result of higher feed costs.

Because of the differences in feed use and efficiency between the three meat species (beef, pork and chicken), they will be impacted differently. Broiler production is much more efficient – with a conversion rate of 2 pounds of feed per pound produced. For hogs, the conversion is about 4:1 and for beef it's about 7:1. Of course, for beef cattle, that is only relevant for the last third of the production process. About two-thirds of the beef weight is added on pasture and forages. Because of the efficient conversion rate of chicken, higher corn prices will have less of an impact than the other species, especially hogs. In the long run, pork prices will increase more than chicken prices and consumers will respond. The beef industry has been downsizing for several years as farmers cut back on the number of cows in their herds, a trend that is likely to continue.

The bottom line is that until more corn is produced and/or the demand for corn to convert to ethanol is reduced, the livestock industry is going to be the sector where the adjustment happens – and that means it will get smaller.

By Dr. Lee Meyer, Department of Ag Economics, UK  
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## END OF THE POULTRY ENERGY PROJECT—What is next?

The Kentucky poultry energy project was a joint partnership between the College of Agriculture's departments of Animal and Food Science and Biosystems and Agricultural Engineering together with the Kentucky Poultry Federation. It was funded by the Kentucky Agricultural Development board. The project is now completed.

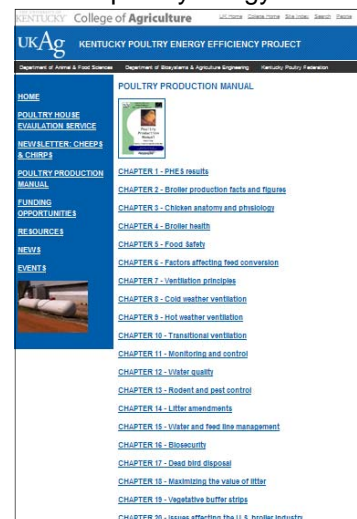
As the price of propane continues to increase, production costs will also continue to increase, negatively affecting the economic viability of poultry producers. The poultry energy project was developed to address this concern. While the project is completed, the concerns of poultry pro-

ducers will continue to be addressed.

The project website will remain active and will serve as a source of information. The Poultry Production Manual produced for the project is available online through the project website.

The quarterly Cheeps & Chirps will also continue as an online Newsletter. If you wish to be alerted when a new issue is posted, email Melissa Miller and she will add you to a listserv that will be developed for this purpose. Portions of Cheeps & Chirps will also be printed in The Farmers Pride that KPF members receive.

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





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## 2011 KPF MEMBERSHIP DRIVE

December brings the 2011 membership drive for the Kentucky Poultry Federation. If you are interested in becoming a member you can download a membership application at [www.kypoultry.org](http://www.kypoultry.org). Dues to the Federation are payable on a calendar-year basis.

The KPF is always positively representing its members throughout the Commonwealth in a variety of facets including providing the growers an annual educational conference.

A portion of your dues provides you with a lobbyist in Frankfort; this allows for aggressive involvement in legislative action in regards to the security of the poultry industry.

As a member you will also receive subscriptions to the POULTRY TIMES and THE FARMER'S PRIDE. Our quarterly newsletter, THE SUNNYSIDE, is published in

THE FARMER'S PRIDE. Portions of Cheeps and Chirps will also be published in THE FARMER'S PRIDE.

Each year three growers are awarded with the Kentucky Family Farm Environmental Excellence Awards. Each grower receives \$500 and an all expense paid trip to Lexington to attend the annual Kentucky Poultry Festival. These growers' applications are submitted to US Poultry & Egg Association for the national competition.

The KPF awards scholarships to outstanding students. One of these scholarships has been earmarked for a child or grandchild of a grower who is a member of the Federation.

Last, you receive free public relations throughout the state. It is your funds that enable these opportunities to enhance Kentucky's poultry industry.

### **What do you want to read about?**

We want to know what you want to read about.

Please e-mail topics of interest to [Jacquie.jacob@uky.edu](mailto:Jacquie.jacob@uky.edu)