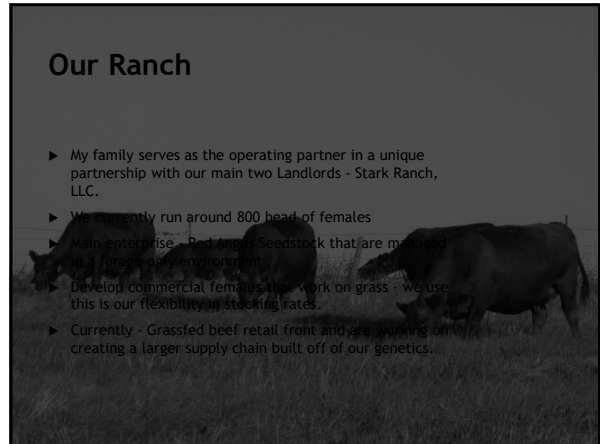


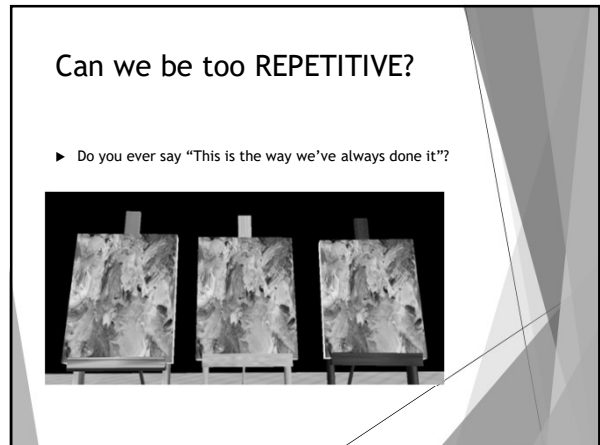
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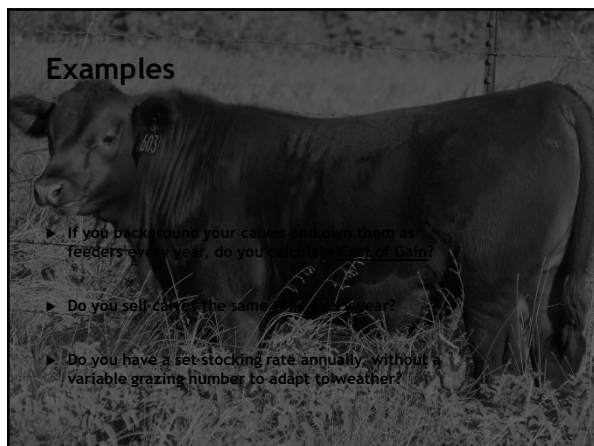
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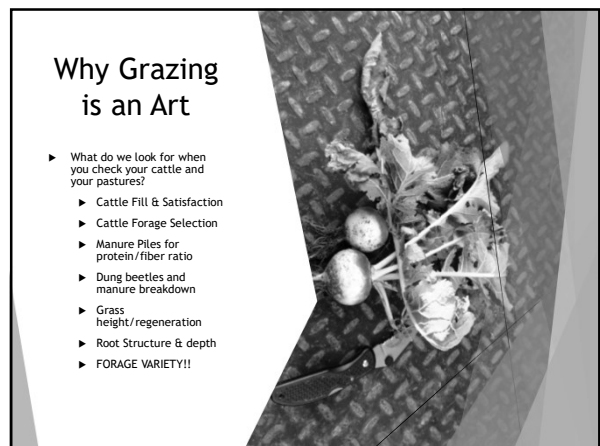
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5



6

## Why Grazing is an Art

- ▶ Many want easy answers
- ▶ We see this in publications each year
  - ▶ Fertilize and weed spray (every spring)
- ▶ We see this in research
  - ▶ Small plot sizes, often in monocultures or small herds
- ▶ We see this in advertisements
  - ▶ "Add Pounds at Weaning" - Do they figure environments or slides?
  - ▶ Bull Development & EPDs



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## Variables that We Can't Fully Control


- ▶ Market Conditions
- ▶ Rainfall Amounts & Timing
- ▶ Temperatures
- ▶ Cost of New Equipment
- ▶ Input Prices
- ▶ The Availability of Employees
- ▶ Lease Land Availability & Landowner Goals
- ▶ Neighbors Fences and Opinions



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## Painting the Picture

- ▶ The art of profitable grazing is adapting to these variables we cant control (canvas, paint colors) using the knowledge and experiences we have (brushes and other tools).
- ▶ Ex. - Knowing your input costs and how to adapt when they change - develop those break-evens
- ▶ Ex. - Develop Strategic plans based on annual cow costs and market conditions
- ▶ Ex. - Learning how to build soil organic matter to increase rainfall infiltration rates to survive drought
- ▶ Ex. - Learn how to use short-term grazing leases and how to adapt to landowner goals



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## Painting the Picture

- ▶ We are must do more than plan - We must also have the ability to REACT!
- ▶ We must learn to look for the details every day in our pastures.
- ▶ We must learn how to see the opportunities in front of us.
- ▶ We must be comfortable with change, often even last minute.



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## Reacting

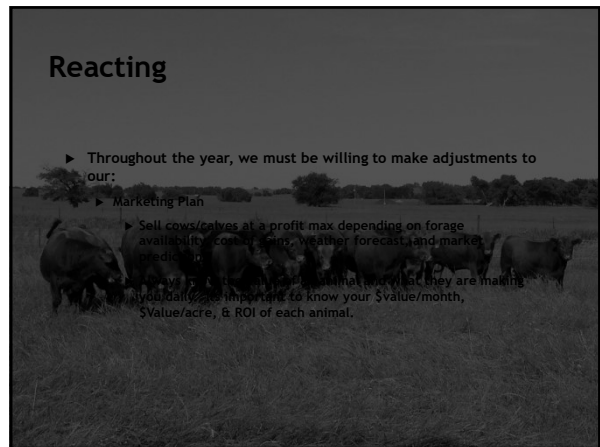
- ▶ Throughout the year, we must be willing to make adjustments to our:
  - ▶ Grazing Plans
    - ▶ Adjust rotational to the advantage of extra time to consume
  - ▶ R&M (soil, nutrition)
  - ▶ Fertilizer (soil, water, nutrients)



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## Reacting


- ▶ Throughout the year, we must be willing to make adjustments to our:
  - ▶ Marketing Plan
    - ▶ Sell cows/calves at a profit max depending on forage availability, cow health, weather forecast and market conditions
    - ▶ Know your cow's value and what you are making you daily. Its important to know your \$value/month, \$value/acre, & ROI of each animal.



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### Are You Limiting Your Grazing Colors

- ▶ Cover Crops to bust up plow pans, provide insulation, & keep the soil alive.
- ▶ Increase diversity in your grazing pastures - Monocultures vs. Buffet
- ▶ Adding Cool seasons into warm season pastures
- ▶ Are you using cross-fencing to rest and rotate your pastures



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### “If you have grass, you have Options”



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### Deferred Grazing

- ▶ Recover New Leases
- ▶ Rest for up to a Year
- ▶ Build Soil Cover
- ▶ Increase Water Infiltration
- ▶ Increase Plant Diversity

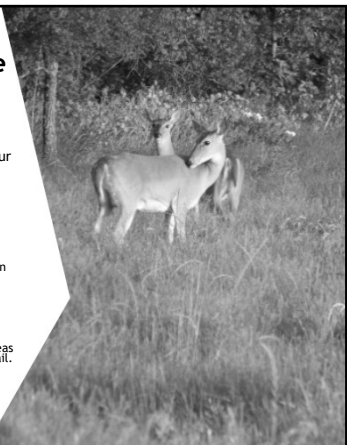
The ROI of deferred Grazing is often Surprising!



15

### What Picture Are You Painting


- ▶ Can *Beef Consumers* feel good about the way you care for your land?
  - ▶ Aesthetics - don't give away free ammunition
  - ▶ Pay attention to the research
- ▶ Are you managing for profitability only?
  - ▶ Think about the next person in line whether it be a cattle client, a landowner, or a beef consumer.
- ▶ Is your grazing land an ecosystem?
  - ▶ Leave forbs and sanctuary areas for the deer, turkeys, and quail.
  - ▶ Don't mow in nesting areas



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### Ecosystem Value


- ▶ Microbes in the soil drive the health of our animals and the production value of the land.
- ▶ Plant Diversity brings about Microbe Diversity as well as Wildlife Diversity
- ▶ Wildlife bring \$\$ Value as well as Enjoyment on an Annual Basis
- ▶ Wildlife Diversity Increases Property Value



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### Sustainability

- ▶ Long-term Profitability requires Investment
- ▶ R&D in conservation practices means we will have failures
- ▶ Knowledge comes at a Price
- ▶ How quickly with that Knowledge determines our Sustainability
- ▶ Examples
  - ▶ Clover seed
  - ▶ Chicken Litter
  - ▶ Adapted Animals



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