

Do You Possess the 8 Characteristics of an Intentional Beef Producer?

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8 Characteristics

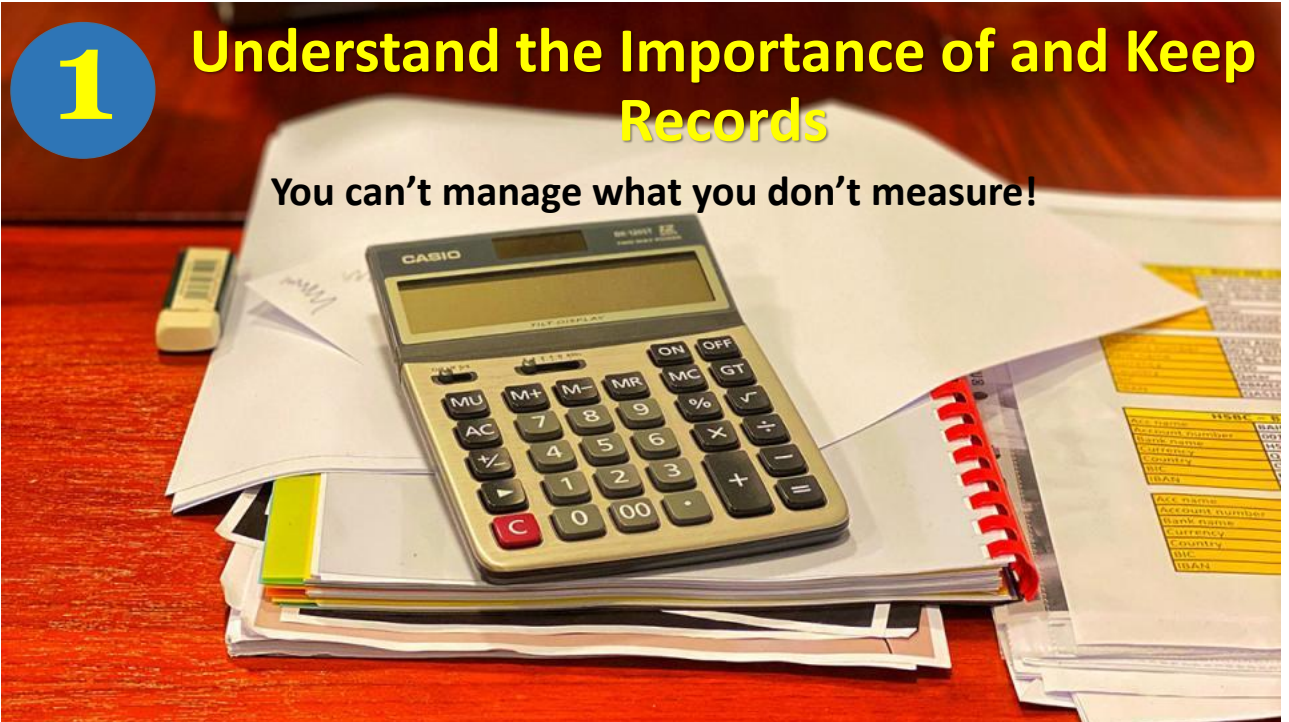
1. Understand the importance of and keep records
2. Know animal nutrition management can make or break an operation
3. Know when and how to market calves
4. Have a defined outcome for the ranch breeding program
5. Have a comprehensive herd health program
6. Optimize stocking rate and pasture management
7. Develop a ranch management calendar
8. Remain flexible



1

Understand the Importance of and Keep Records

You can't manage what you don't measure!



Which Would You Rather Get Paid?



Working IN the Business



Working ON the Business

Working on the Business vs. Working in the Business

- **Working on the business:**

- (\$100/hr job)
- Most don't spend enough time on the business
- Records
- Direction
- Strategy
 - Business
 - Grazing



- **Working in the business:**

- (\$10/hr job)
- Feeding the cows
- Building fence
- Working cattle



Record Keeping is Working on the Business.

- **Types of records**

- Financial
- Grazing
- Production



Financial Records

- **Any income...**
 - Calf sales
 - Cull cow/bull sales
 - Hunting enterprise
 - Forage insurance payments
 - Hay sales
 - Etc.



Financial Records

Any income

- Calf sales
- Cull cow/bull sales
- Hunting enterprise
- Forage insurance payments
- Hay sales
- Etc

Any expenses

- Feed/hay/mineral
- Breeding animals
- Labor
- Repairs
- Veterinary
- Leases
- Taxes
- Capital expenses

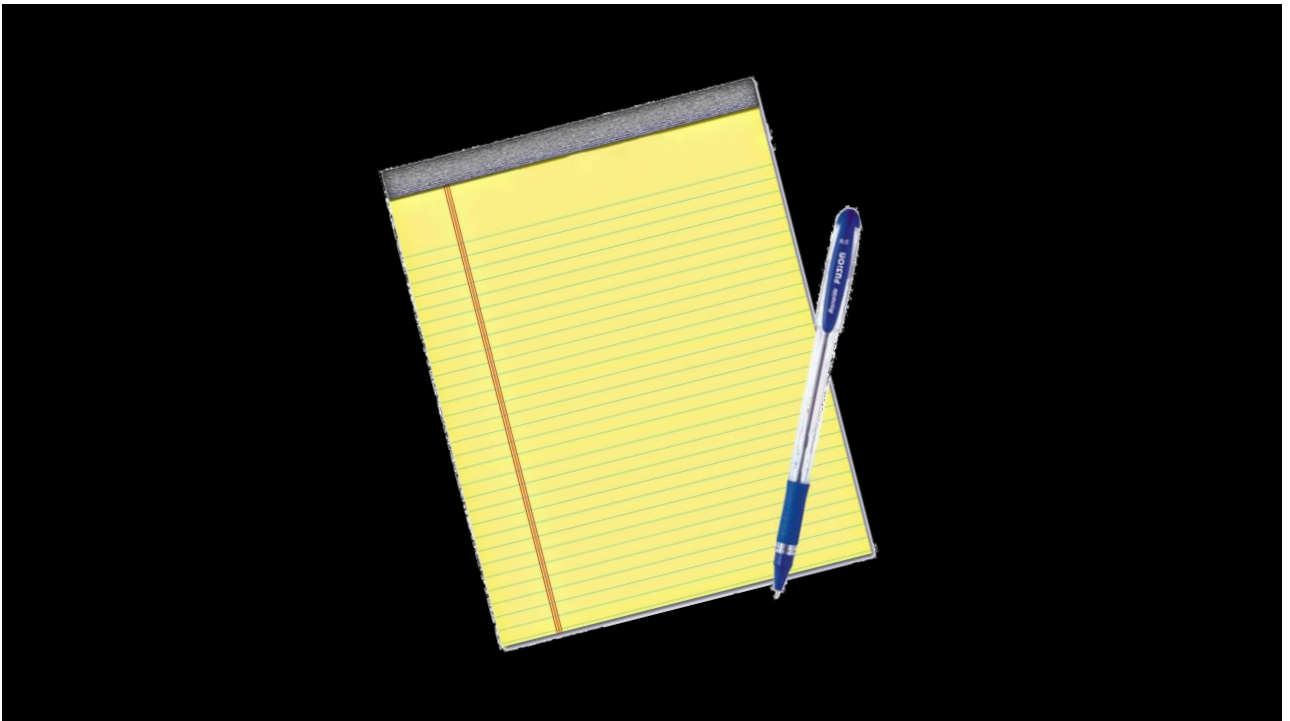
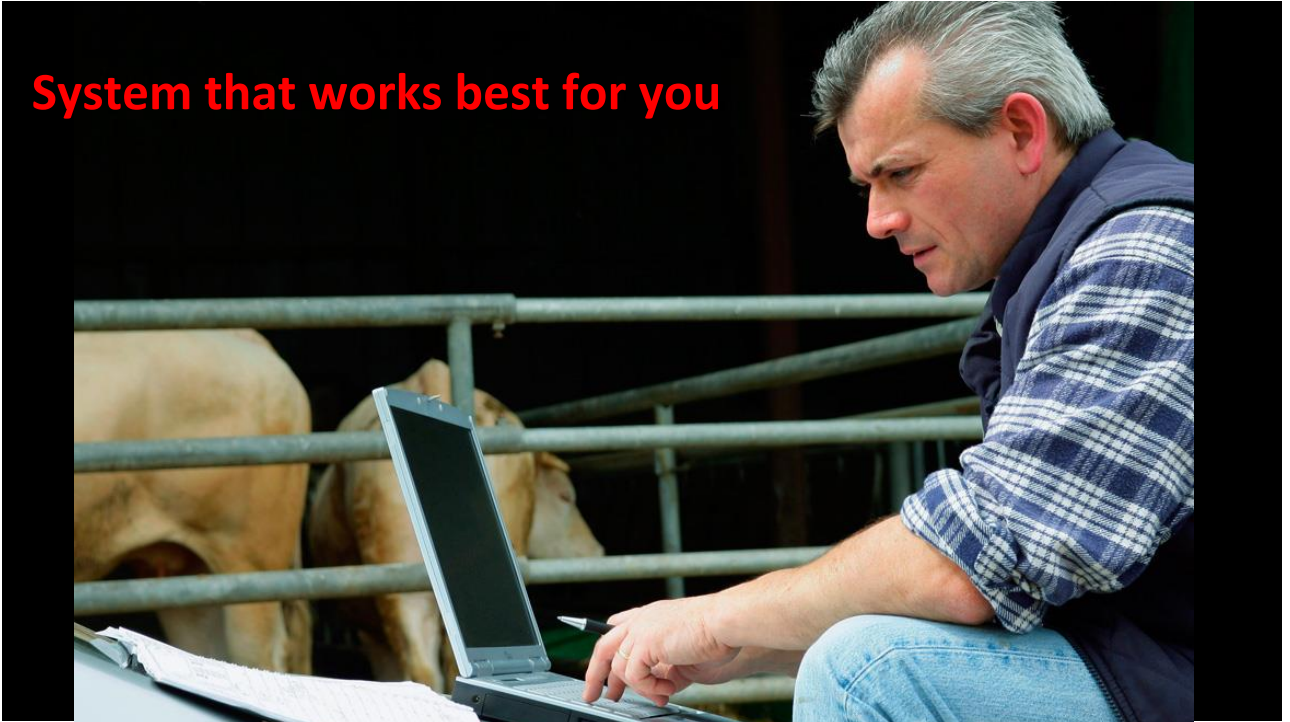
Grazing Records

- Pasture size and grazable acres/pasture
- Pasture in and out dates
- Rest and recovery time
- Available forage before turn in and after
- Grazing animal units
- Estimate animal days per acre of available forage
- Calculate stock days per acre
- Weather events; rainfall, extreme heat/cold, etc.

Production Records

- **Dates**
 - Breeding season
 - Calving
 - (at least 1st and last calf)
 - By 1/3rds of season.
 - Better to know individual
- **Weights**
 - Weaning
 - Sale weights
 - Cow weights
- **Cow/bull ages**
- **Health information**
 - Vaccinations
 - Treatments
- **Feeding records (when and how much)**
 - Mineral
 - Supplemental feed
 - Supplemental forage

System that works best for you



2

Know Animal Nutrition Management can make or Break an Operation



Photo credit: <https://ew-nutrition.com/us/animal-nutrition/challenges/young-animal-nutrition/>

You Can't Starve a Profit out of a Cow

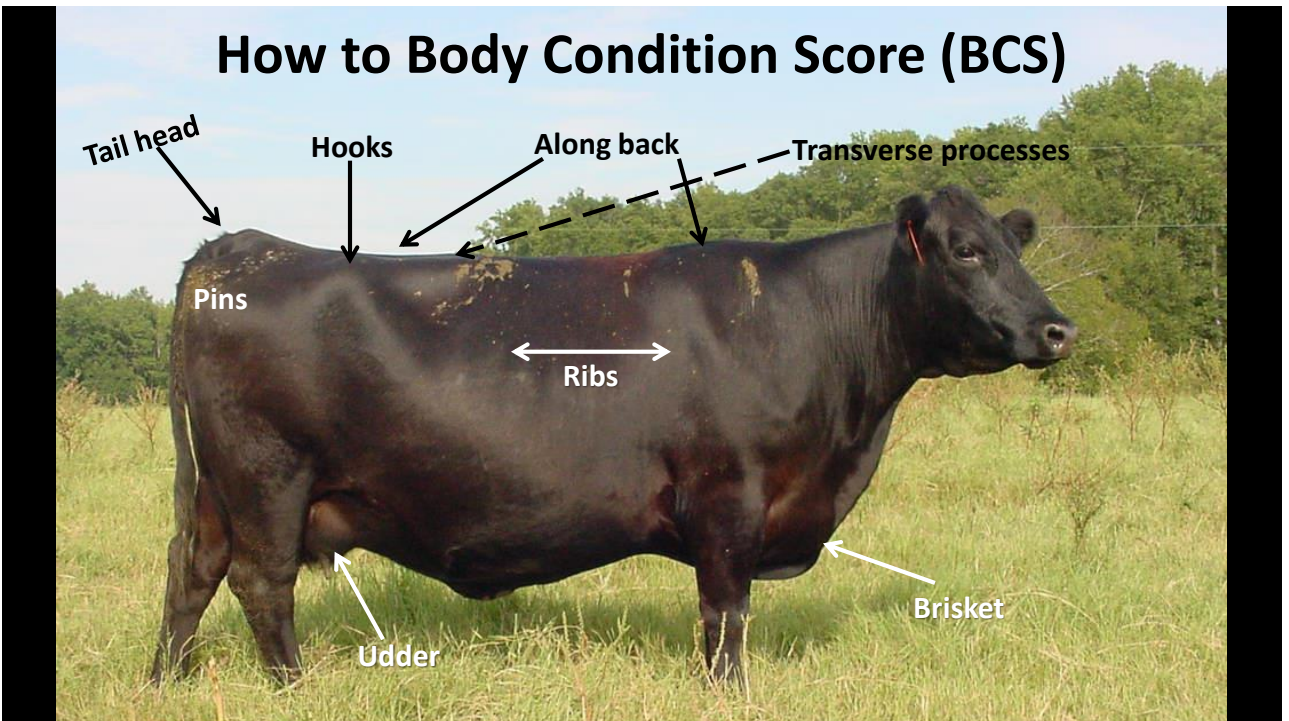


40-60% of annual cow cost is related to nutrition



Nutrient Hierarchy

- Maintenance
- Lactation
- Growth
- Breeding
- Fetal development



Manure Scoring



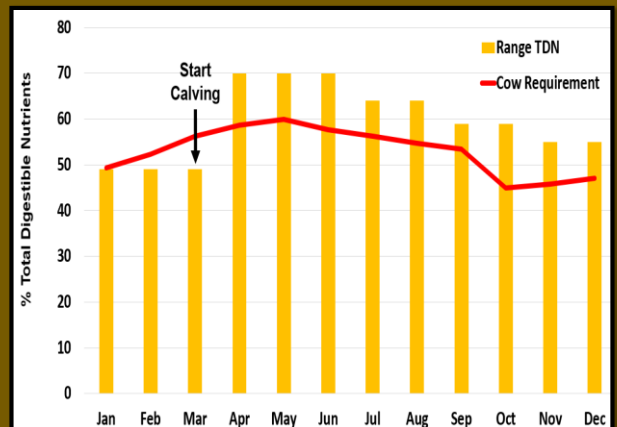
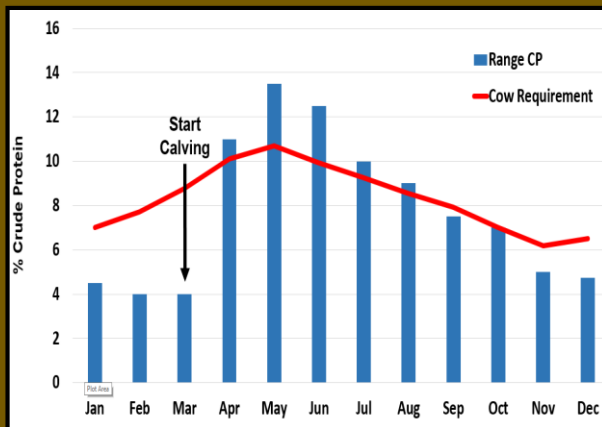
Understand Lifecycle Nutrition

- **Growing and developing animals have a higher nutrient requirement than mature animals.**
 - Develop heifers to reach target weights at breeding and calving
 - Develop bulls through and after the first breeding season
- **Young cows have high demands**
 - Don't commingle 1st and 2nd calf cows with 3+ year olds.
 - 1st calf cow: maintenance, milking, still growing, losing teeth, then rebreeding

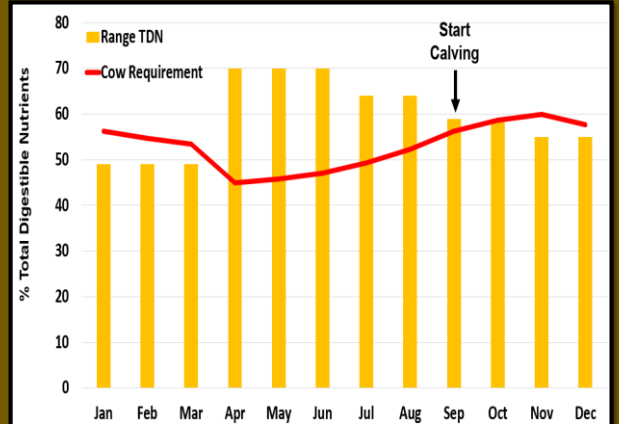
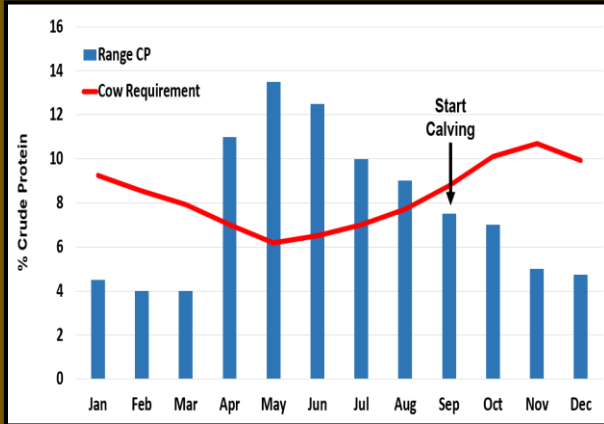


Match Forage Flow with Cattle Requirements

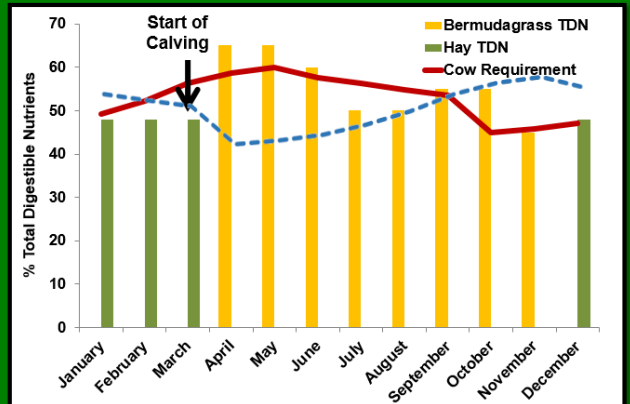
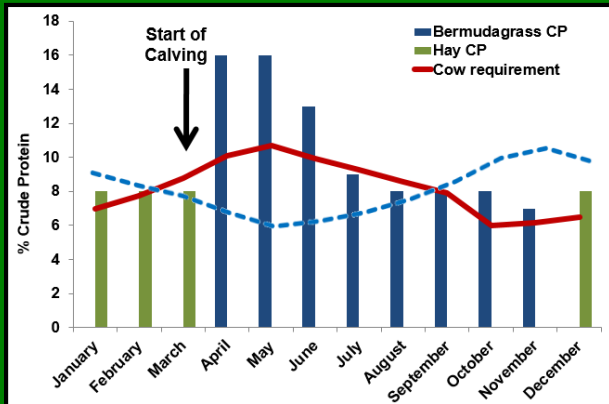
Native Pasture Quality and Spring Calving Cow Protein and Energy Requirements



Native Pasture Quality and Fall Calving Cow Protein and Energy Requirements



Bermudagrass Pasture Quality and Cow Protein and Energy Requirements



Feeding hay is not economical or regenerative.

- If you have to feed hay, test before buying/feeding
- Buy/grow best quality so that you will not have to provide additional supplementation



3 Know When and How to Market Calves



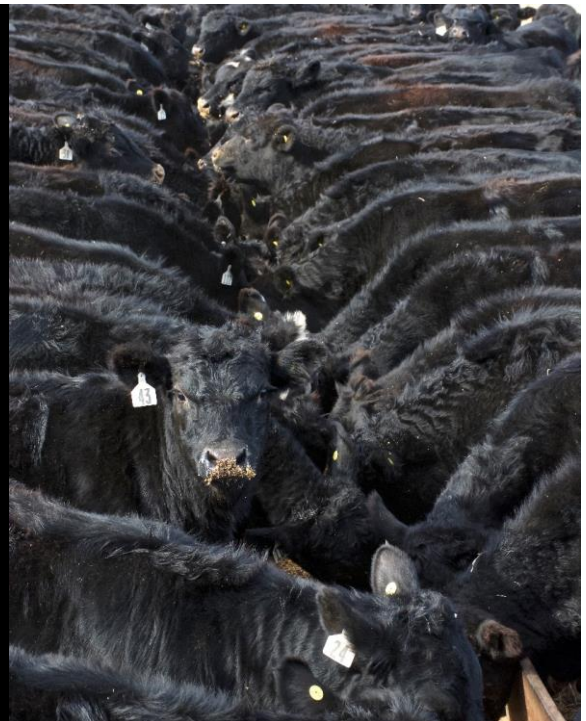
Marketing Goals

- **Timing of marketing**
 - Determines marketing date for weaning and breeding seasons
 - When is weaning?
 - Length of preconditioning phase
 - Retain ownership sell to packer
 - Live
 - On the rail
 - Direct to consumer
- **Will determine**
 - Type of bull
 - (terminal, maternal, balanced)
 - Cow breed type
 - When to calve



Uniformity Sells!

- **Weight**
- **Type**
- **Sex**
- **Age**
- **Management**
- **Color**



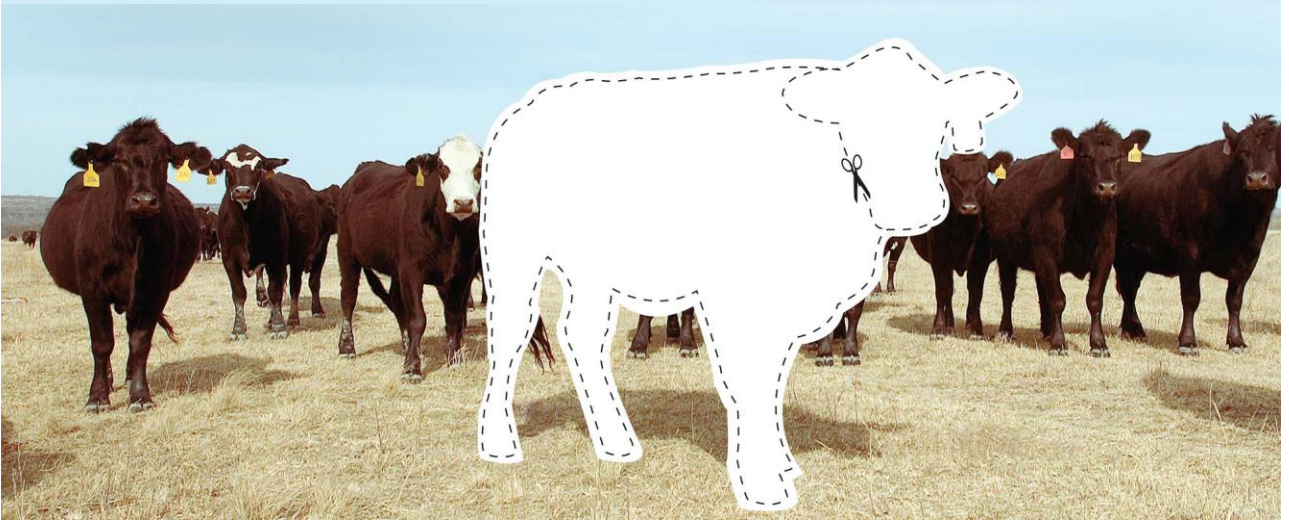


Draft/Lot Size Matters

Consider Value Added Calf Programs



Cull Cows Account for up to 20% of Revenue



4

Have a defined breeding program

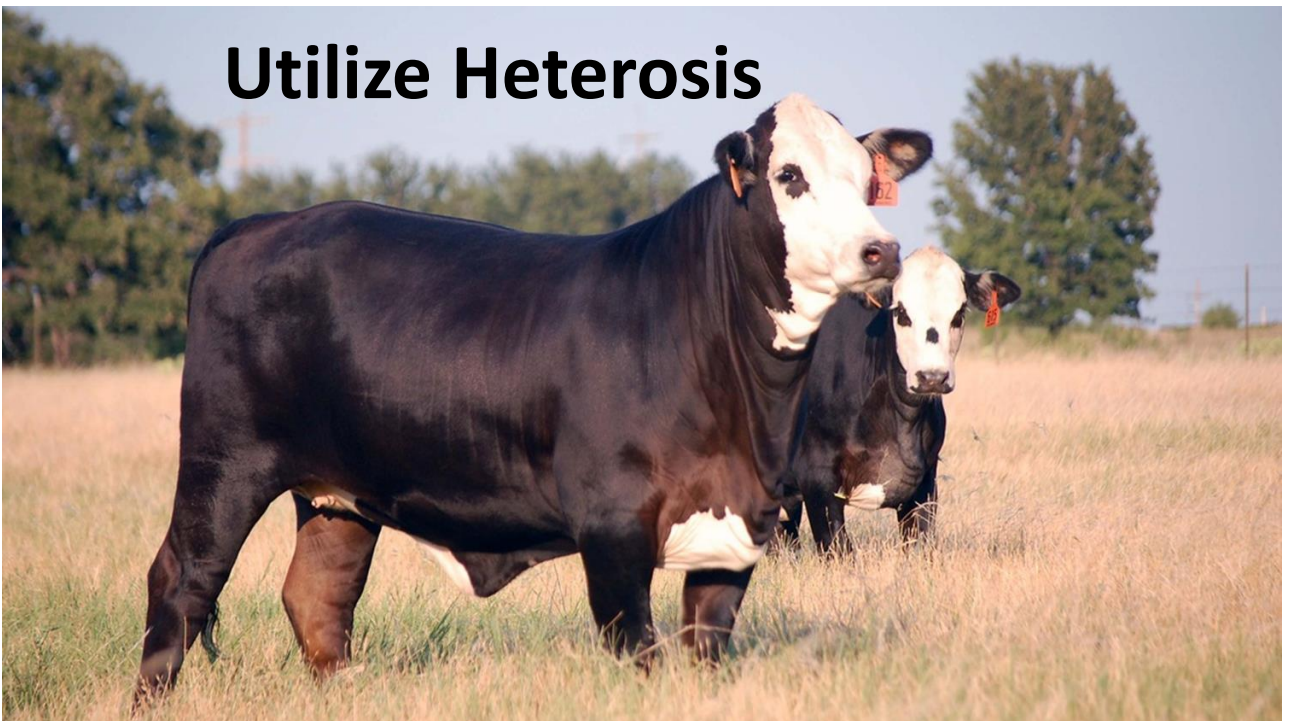


Defined calving season

- Must be 80 days or less
 - $365 \text{ day/yr} - 285 \text{ d} = 80 \text{ days}$
- Prefer 60 days or less



Utilize Heterosis





Minimum Processes

- 5-way Modified Live Viral Respiratory Complex
- 7-way Blackleg
- Shipping Fever
- Deworm
- Dehorn
- Castrate



Become
Beef
Quality
AssuranceSM
Certified

6

Optimize Stocking Rate and Pasture Management

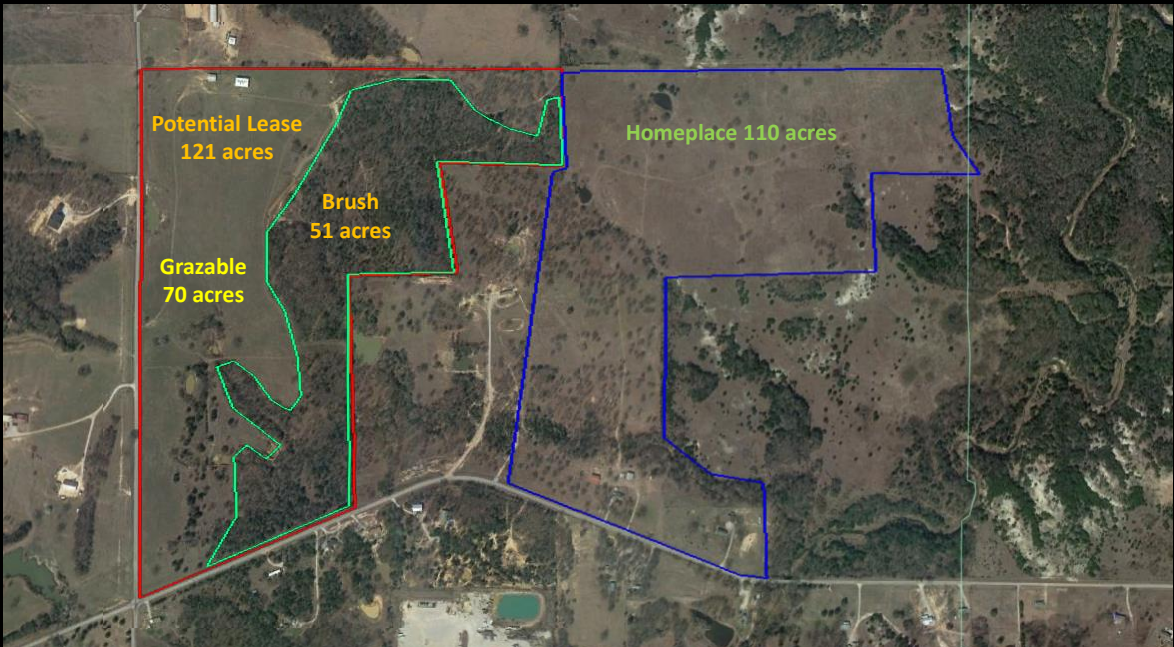


Must Provide Adequate Time for Plant Recovery



Photo credit: <https://vegsciblog.org/2021/06/23/joint-effects-grazing-fertilization-mesic-grassland/>

Grazable Acres



Estimate Animal Days per Acre (ADA)

- Estimate/measure how much available forage per acre before grazing.
- Example:
 - lbs of available forage (**1200 lbs/ac**)
 - Daily forage consumption of the animal (3.0% for a cow x weight of animal) (**36 lbs**)
 - Number of acres (**110**)
 - Number of head (**100**)

$$\text{Animal Days per Acre} = \frac{((\text{lbs of forage available} \times \text{\# Acres}) \div \text{forage consumption})}{\text{\# hd}}$$

$$\begin{aligned} \text{Animal Days per Acre} &= \frac{(1200 \text{ lbs/Ac} \times 110 \text{ acres}) \div 36 \text{ lbs/day}}{100 \text{ hd}} \\ &= \underline{36 \text{ days}} \end{aligned}$$

Stock Days per Acre (SDA)

- Allows you to monitor the amount of grazing pressure.
- Can be used in the future to fine tune the animal days per acre estimate

Number of days grazed (25 days)

Number of head (100 hd)

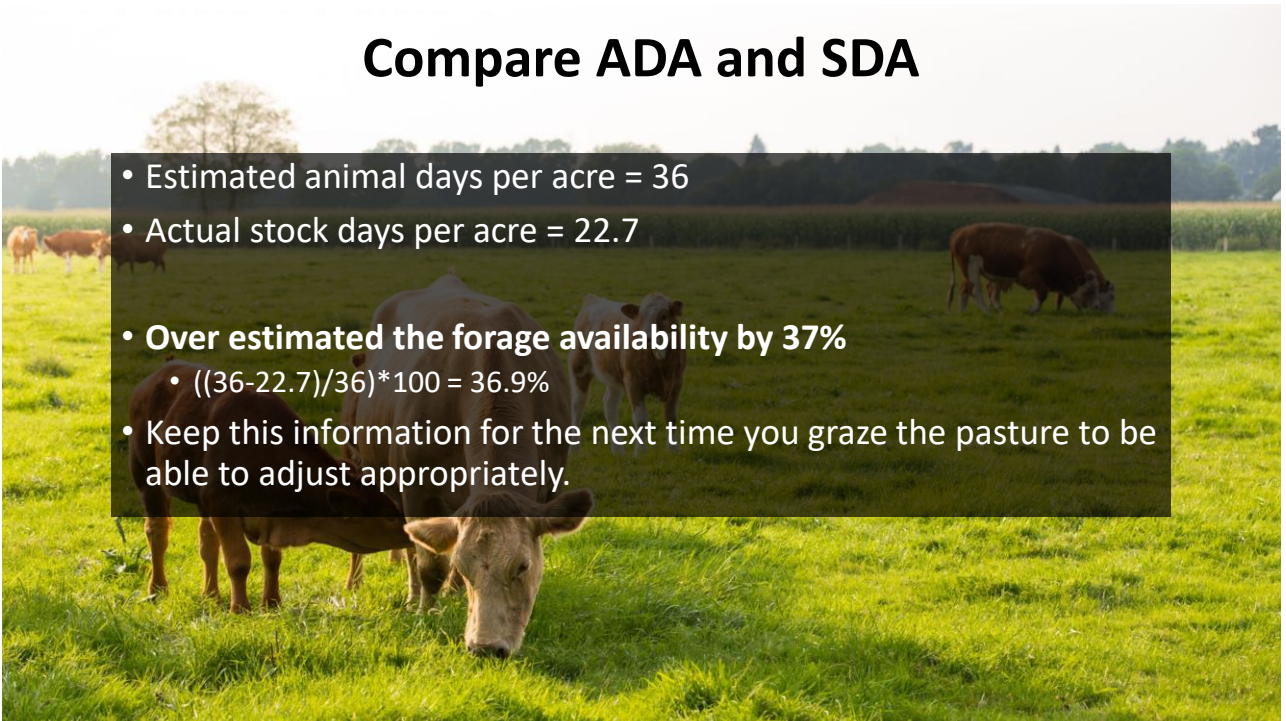
Number of acres in pasture (110 acres)

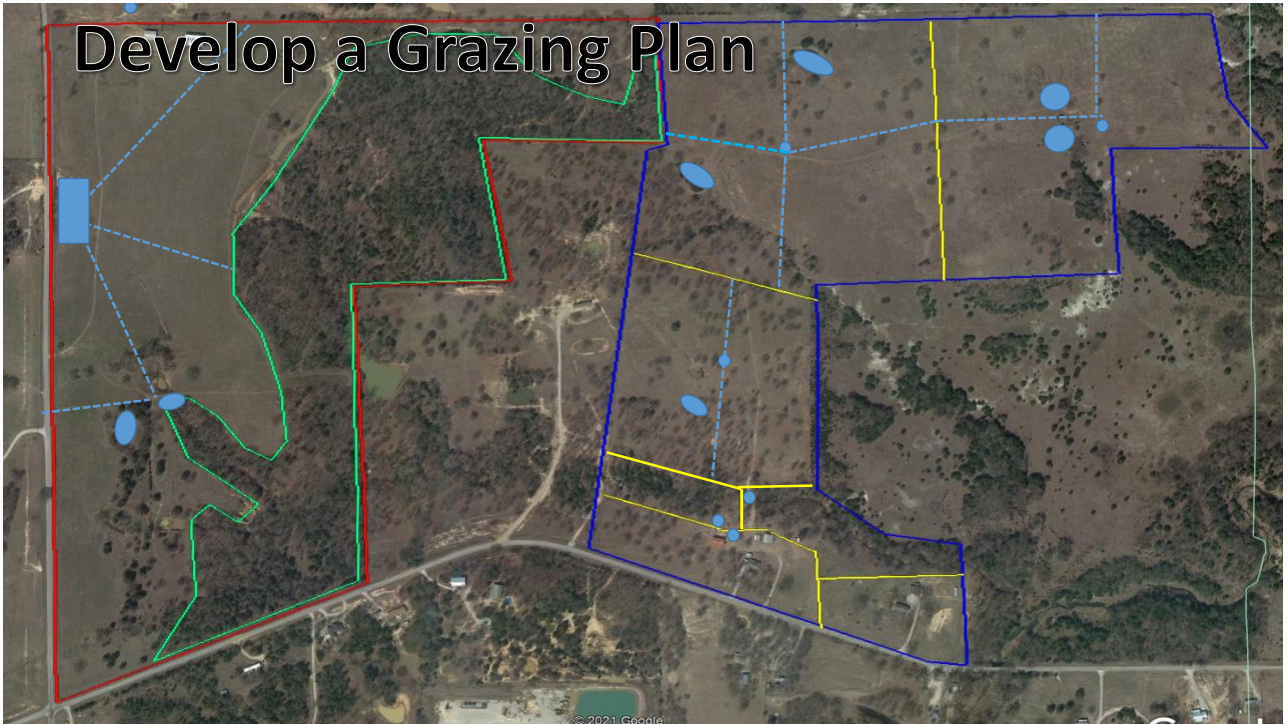
$$\text{Stock Days per Acre} = \frac{(\text{Actual \# days grazed} * \text{Number of head})}{\text{\# acres in Pasture}}$$

$$\begin{aligned} \text{Stock Days per Acre} &= \frac{(25 \text{ days} \times 100 \text{ hd})}{110 \text{ Ac.}} \\ &= \underline{22.7} \end{aligned}$$

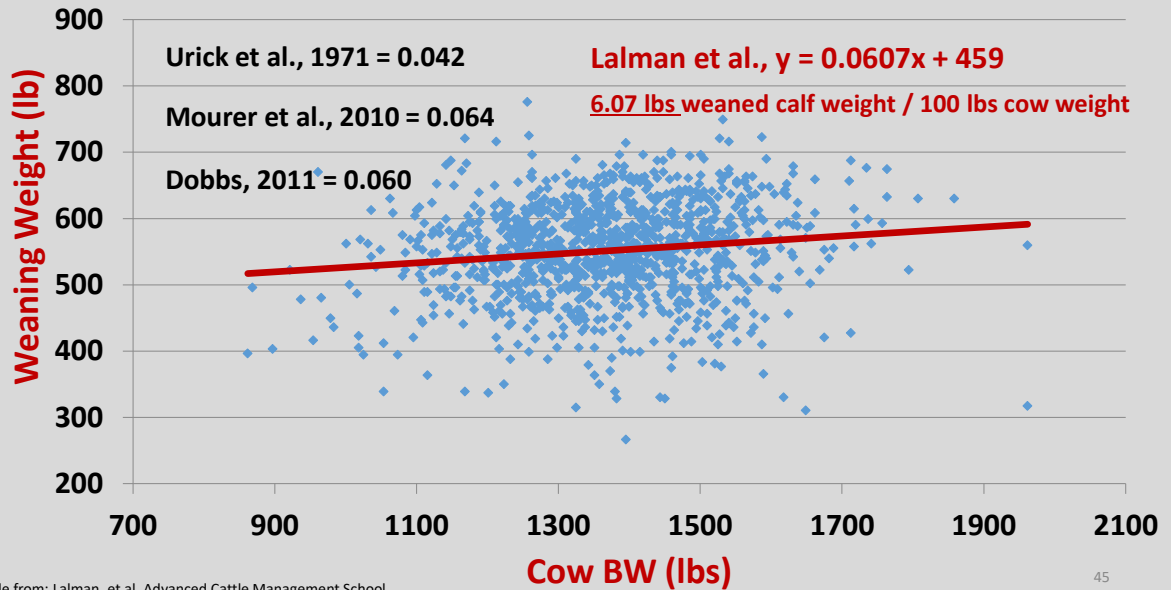
Compare ADA and SDA

- Estimated animal days per acre = 36
- Actual stock days per acre = 22.7
- Over estimated the forage availability by 37%
 - $((36-22.7)/36)*100 = 36.9\%$
- Keep this information for the next time you graze the pasture to be able to adjust appropriately.





Calf WW vs. Cow BW



Cow Size Relative to Weaned Calf Size

1100 lbs. cow

550 lbs. calf

50% Efficient at weaning

30 lbs. forage consumed

100 hd cows

55,000 lbs. weaned calves

1500 lbs. cow

575 lbs. calf

38.3% Efficient at weaning

41.3 lbs. forage consumed

72 hd cows

41,400 lbs. weaned calves

Consume 2.75% of body weight

100% calf crop

Value of Calf Crop

550 lbs. calf

\$ 1.76/lbs.

\$ 968/hd

100 hd

\$ 96,800 calf crop value

November 2021 projected cash price, \$/lbs

575 lbs. calf

\$ 1.71/lbs.

\$ 983.25/hd

72 hd

\$ 70,794 calf crop value

Value of Calf Crop

1100 lbs. cow

\$ 96,800

—

1500 lbs. cows

\$ 70,794

\$ 26,006 more with the 1100 lbs cows.

OR \$26,006 more efficient than the larger cows given the same amount of forage consumed

7

Develop a ranch management calendar



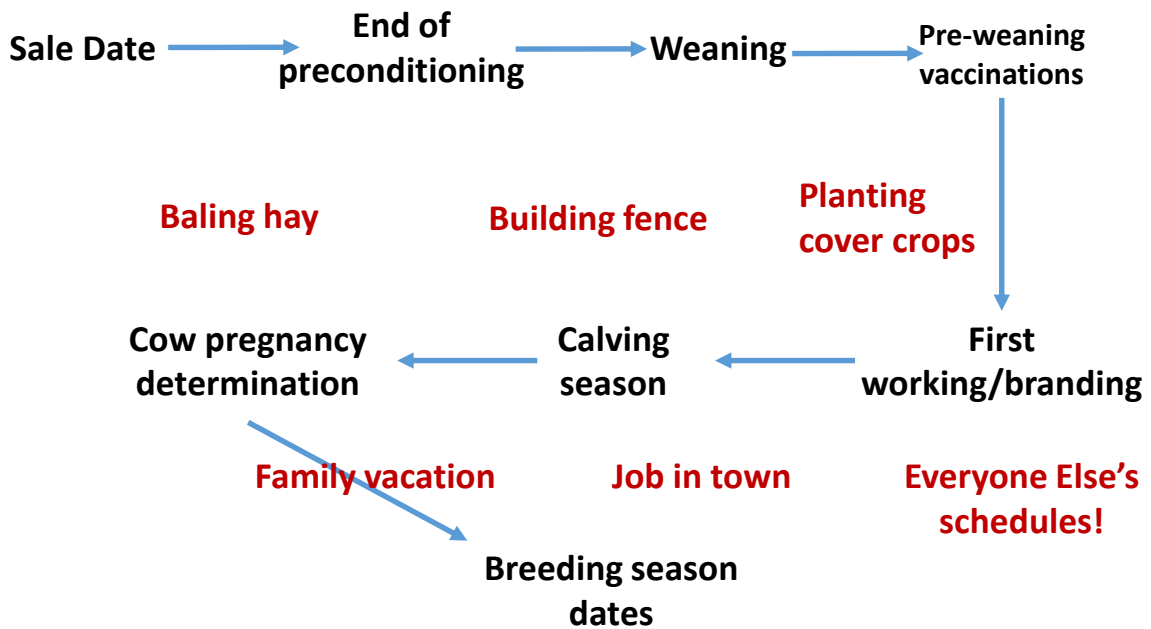
Are you selling commodity
cattle, value-added calves,
replacement heifers, etc.

BEGIN...



...with the END *in mind!*

When Will You Sell?

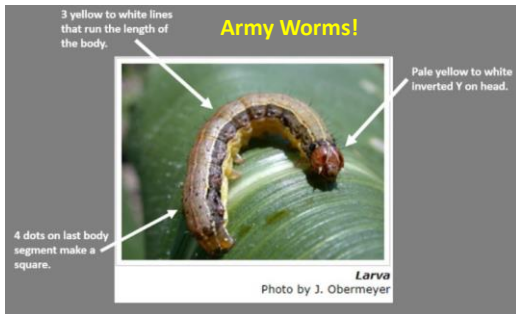


8

Remain Flexible



Things Will Happen...



WATCH: Cow on the run heads to Chick-Fil-A for refuge!





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