



Cattlemán THE MIDWEST

February 1, 2024 Volume 30 No.1 **GRASSLAND FARMING TODAY**

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Page 18

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Cattlemans THE MIDWEST

February 1, 2024 Volume 30 No. 1 GRASSLAND FARMING TODAY

HIGHER INPUTS AND INTEREST RATES IMPACTING COW COSTS

By Aaron Berger - University of Nebraska Extension

This is a good time for spring calving herds to look at what it cost them to produce a calf in the past year. What did it cost to run a cow on your operation this year? How do you calculate the costs? How do you value raised feed, labor, equipment, as well as replacement females grown on the ranch? These questions are frequently asked when the conversation of annual cow costs comes up.

The *Estimated Annual Cow Costs for Nebraska* is a simple one-page sheet that producers can look at to compare their costs to and see the resulting total to produce a weaned calf under current



market conditions in 2023. This budget values all feed at market value, as well as labor, equipment, capital investment and the market value of replacement heifers at weaning. The Center for Ag Profitability Cattle Budgets are another interactive budget tool that producers can download in Excel® and

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DEATH TAX REPEAL ACT INTRODUCED IN U.S. HOUSE

Reps. Randy Feenstra of Iowa and Sanford Bishop from Georgia introduced the Death Tax Repeal Act recently. The Senate companion bill, led by Sen. John Thune from South Dakota, was introduced in March 2023. If passed, the legislation would permanently repeal the federal estate tax, also known as the death tax, which is a top priority for NCBA.

"It is unconscionable for cattle producers to face a tax that forces them to sell all or part of their family's farm or ranch due to the death of a family member. With the cost of farmland rapidly rising, the death tax presents a significant threat to the future of family farms and ranches," said NCBA President and South Dakota cattle produc-

er Todd Wilkinson. "Rural America needs a tax code that promotes multi-generational, family-owned businesses instead of chopping them up."

Current death tax relief is set to expire at the end of 2025. Therefore, it is vital that Congress acts soon to provide permanent relief for family operations. If the federal estate tax exemption reverts to pre-2017 limits, coupled with the rapid inflation of farmland values, many more families will be subject to the tax.

KLA



COLLEGE TO BECOME MORE EXPENSIVE FOR FARM FAMILIES

An attempt to simplify the Free Application for Federal Student Aid process could end up making college less affordable for rural Americans. Chad Smith tells us farm families may find it more

difficult to qualify for financial aid. Recent interview – AFBF Newslines:

Chad Smith: Dustin Sherer, Director of Government Affairs for the American Farm Bureau, says an important change to the Free



Application for Federal Student Aid came in an omnibus bill passed at the end of 2023.

Dustin Sherer: It included a smaller bill called the FAFSA Simplification Act. The goal of the bill was to

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JURY AWARDS TENNESSEE RANCHER \$485,000 FOR LIVESTOCK SEIZED WITHOUT WARRANT

By Greg Henderson

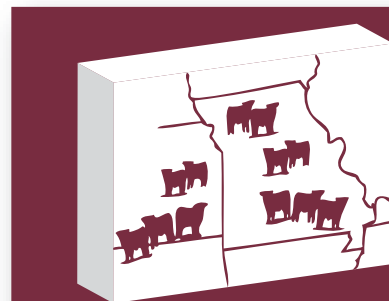
The Marshall County, Tenn., sheriff's office and two of its employees were ordered to pay a Tennessee couple \$375,000 in compensatory damages and \$110,000 in punitive damages by a jury in federal court.

In 2019 Matthew and Julie Hopkins sued the Marshall County sheriff's office, sheriff Billy Lamb and detective Tony Nichols in their individual and official capacities, after their cattle were unlawfully seized by the department without a search warrant in July of 2018.



According to a report in The Tennessean, the sheriff's office received a complaint about possible animal mistreatment on the Hopkins' farm. At the initial contact on July 2, 2018, detective

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It's amazing how many times I've heard it. Someone will be commenting on this publication, and they invariably get around to how they go about reading it. If I have heard it once, I've heard it two dozen times. "I always turn to page 4 and 5", they'll say; "I read 'Life is Simple' first and then I'll read your article next." They make no bones about it. "That 'Crownover' is pretty good." Occasionally, someone will switch the order around in their story, but I know the truth. I think my own mother even reads 'Jerry' first, even though she might not admit it. Let me tell you a story.

I remember the first time I was challenged to think about what I might do when I grow up. As I recall, it was the first day of school - 1974. I was a sophomore sitting in Ag. class. Even after a year, I was still the 'new kid' in school, but I wasn't as new as the teacher. He was fresh out of The University. If you had Ag. in school you know it's about a lot more than just agriculture. Maybe I recall it because that morning that teacher had us write down the assignment. I'm not sure how he introduced the topic, but in a few minutes he had us thinking about setting goals for life. I can't remember what I wrote down that day, but I never forgot the assignment. It made me think. I learned a lot about agriculture in that class, but we studied some other things too. Public speaking for example. That teacher had us up in front of our classmates giving speeches. I wasn't very good at it. I never entered any speaking contests, but I learned I could do it if I had to. It gave me some

confidence. And I learned I could write a little bit too... if I had to.

The class was Plant Science. I ended up on the 'Field Crops team'. It was, and still is, all about crops, seeds, weeds, pasture, and hay. I found out what could be achieved with a little commitment and hard work - our team did very well in the state contest. The next year, seven of us decided to be on the Parliamentary Procedure team. It's amazing how often I still use what I learned on that contest team. That same teacher was pretty good at providing guidance to a bunch of rowdy young men. I still remember some he gave us the night before a contest. Even though he wasn't our main instructor, he told the team one April evening: "You can stay up all night and have a good time, or you can study for a while and go to bed early so you can do good in the morning." We must have listened to him because we did what he suggested, and we did do good that next morning. We won the district contest and then went on to win the state contest a few days later. That was a real-life lesson.

You've probably seen the 'bumper sticker' that says: "If you can read this, thank a teacher!". The things I learned from my teachers won't fit on any bumper sticker and thanking all of them would take more time than we have here. They say that imitation is the best, most sincere form of flattery. So, a handful of years later, I was the one teaching Ag. classes, in large part because of that teacher, and others that I had in school. I really enjoyed it too. I taught Ag. for fourteen years and had so much fun I couldn't believe I actually got paid for doing it. Dealing with education, agriculture, and young people who are the future - it was more like a privilege than a job. The best way for any student to say 'thank you' is to do well and be successful using what they've been taught. Some of those come back to you in an unexpected fashion.

A few years ago, I went to a funeral for one of my students. She had died suddenly, much too young, from a brain aneurysm. She had been not only a wonderful person and member of her community, but also a State FFA officer, a teacher, a successful attorney, a wife, and mother. I had never met her husband, but as I introduced myself that very sad morning, he said, "I know who you are." Then he shared with me that all these years his wife Laura had kept a small note to herself from her first day in Ag. class. She had written out her goals for life very carefully that day and throughout her very short life had followed them almost to the letter. "If I can find that note," he said, "I want you to have it. She mentioned you often." That goal-setting assignment wasn't in any curriculum. It was handed down to me from a teacher... who may have got it from a teacher as well.

Let me finish this story

by telling what some have known since the first paragraph. The teacher in that Ag. classroom in 1974; the one who first challenged me to set a few goals and think about my future is a good friend who has always provided an encouraging word then and still does - even today - in his 'Final Column' on the next page. We have all enjoyed it as he has shared his bits of life, wit and wisdom here for many years, and you can continue to enjoy it if you'd like. All you have to do is go to YouTube on your computer or smartphone, and search for 'Crown Cattle Company'. There, his photo will be just a few hours old - it won't stay the same for years at a time.

KwC

This article originally appeared on this page in August of 2019. (Edited for today.)



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the world, would anyone be interested enough to pay for what you have to say?" He said that, lovingly, of course, but it was a question that has probably been asked by everyone who ever knew me.

After about ten years of writing, I told myself that I wanted to cease writing the column before people started saying, "He's just not as

good as he used to be." I can only hope those words haven't been spoken by too many people up to this point, but I have come to the conclusion that it is time to call it quits.

Believe me when I say that I genuinely know how lucky I've been. I've had the unique pleasure to work with some of the absolute best publishers, editors, and media people in

the business. I'm convinced that my readers are the kindest and most loyal audience that has ever existed. Your comments, throughout my tenure, have been a constant source of inspiration and encouragement.

Writing this column has also provided the opportunity

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When I started writing this little column, I figured it was a just a lark, that might last a year or two—at best. That was almost thirty years ago.

No one was more surprised than me, when, over the course of several years, newspapers and magazines from all across the Midwest, began contacting me and wanting to publish my bit of humor, and actually pay me for it. I can remember my father asking, "Why, in

the gathering 2024



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Editor/Advertising

Keith Carmichael
417-644-2993
cattleman@cuttingedgeus.com

Advertising

Brenda Black
660-200-5941
Ashley Williams
417-309-1155

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Design

Heather Rice
www.HPCreative.design

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WINTER HAY SUPPLIES HIGHER



By Derrell Peel -
Oklahoma State
University

The Crop
Production
2023 Sum-
mary recent-
ly released
by USDA in-

cluded data on hay production
and December 1 hay stocks.

All hay production in the U.S. was 6.3 percent higher year over year from drought-reduced production in 2022 but was 7.8 percent below the 10-year average from 2012-2021. Total alfalfa hay production in 2023 was 2.2 percent higher year over year but remains 9.8 percent below the 2012-2021 average. Total other hay production was up 9.5 percent year over year in 2023 but was 6.3 percent

below the ten-year average. Total December 1, 2023 hay stocks were 6.9 percent higher than one year earlier but were 10.8 percent below the ten-year average from 2012-2021 (Table 1).

Table 1 shows the hay situation for the ten largest beef cow states. These states account for 57.8 percent of

the total beef cow inventory in 2023 and represent nine of the top ten states for December 1 hay stocks. Hay stocks in the top ten beef cow states were up 18.5 percent year over year but

were 7.3 percent below the 2012-2021 average for these states. Total December 1 hay stocks in these states represented 52.8 percent of total U.S. hay stocks. Table 1 shows that hay stocks were higher year over year in eight of the ten states, with decreases only in Kansas and Kentucky. Among the top ten states, Oklahoma stands out with December 1 hay stocks up 96.7 percent year over year and 32.4 percent higher than the ten-year average. Oklahoma had 2023 hay production up 88.0 percent year over year and up 36.8 percent



	Top 10 Beef Cow States	2023 All Hay Production				Hay Stocks, Dec 1, 2023	
		2023	1000 Tons	1000 Tons	% of 2022	% of 2012- 2021 Average	
1	Texas	8748	5500	+10.0	-20.8		
2	Oklahoma	7313	5900	+96.7	+32.4		
3	Missouri	4831	4700	+1.1	-14.3		
4	Nebraska	5330	3850	+28.3	-10.2		
5	South Dakota	6123	5400	+24.1	-0.3		
6	Kansas	5023	3600	-12.2	-21.2		
7	Montana	5303	3850	+18.5	-7.3		
8	Kentucky	4428	3000	-3.2	-18.4		
9	Florida	992	470	+4.4	-9.4		
10	North Dakota	4428	4250	+28.8	+1.6		
	Top 10 Subtotal	52519	40520	+18.5	-7.3		
	U.S. Total	118769	76721	+6.9	-10.8		

Table 1

over the 2012-2021 average. Oklahoma and North Dakota were the only top ten beef cow states with December 1 hay stocks that were larger than the ten-year average.

In general, the hay situation is better this winter than one year ago, but hay stocks remain below long-term averages in most states. The current severe winter weather will significantly increase hay usage and highlights the reality that the overall forage situation is questionable going forward.



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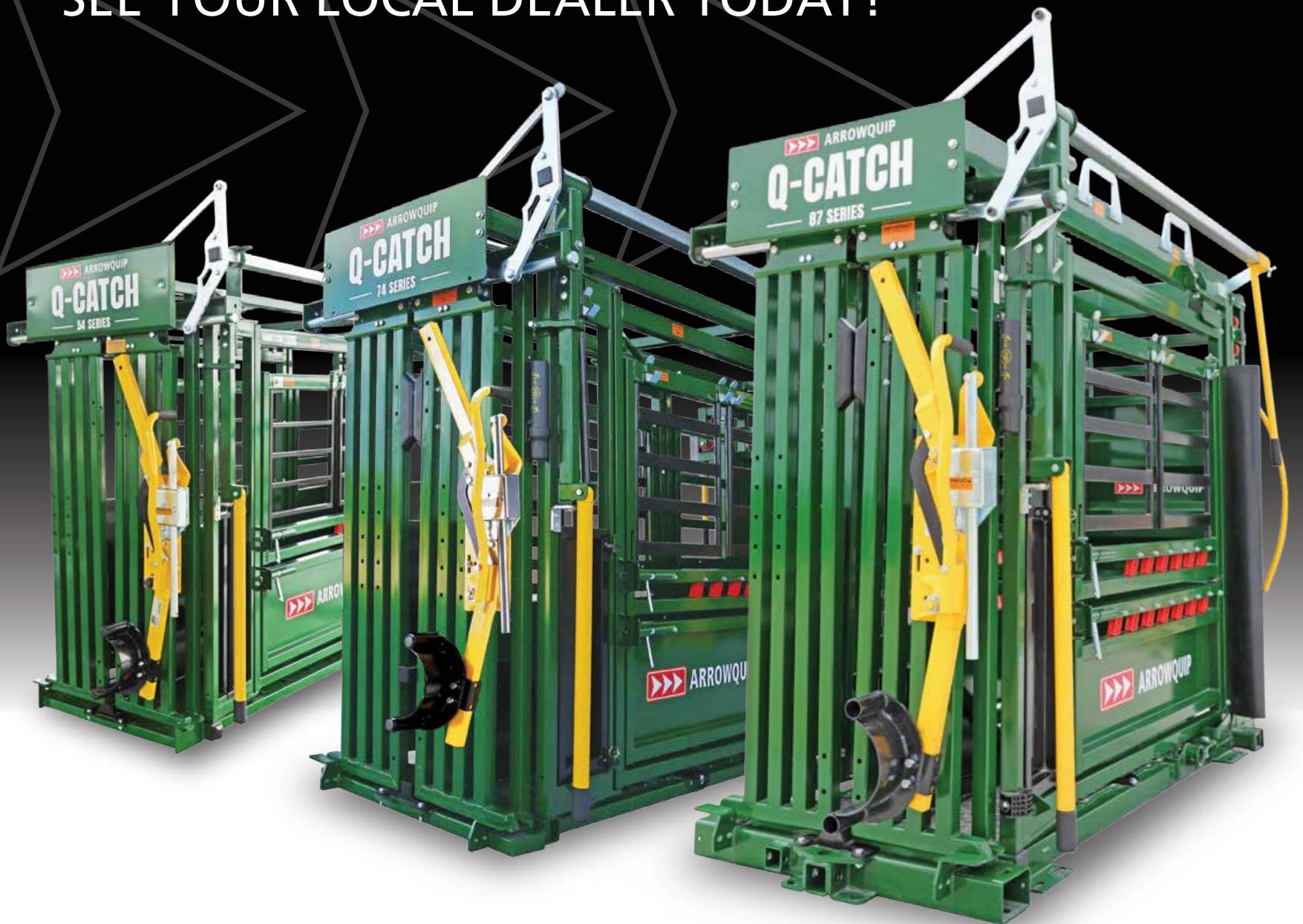
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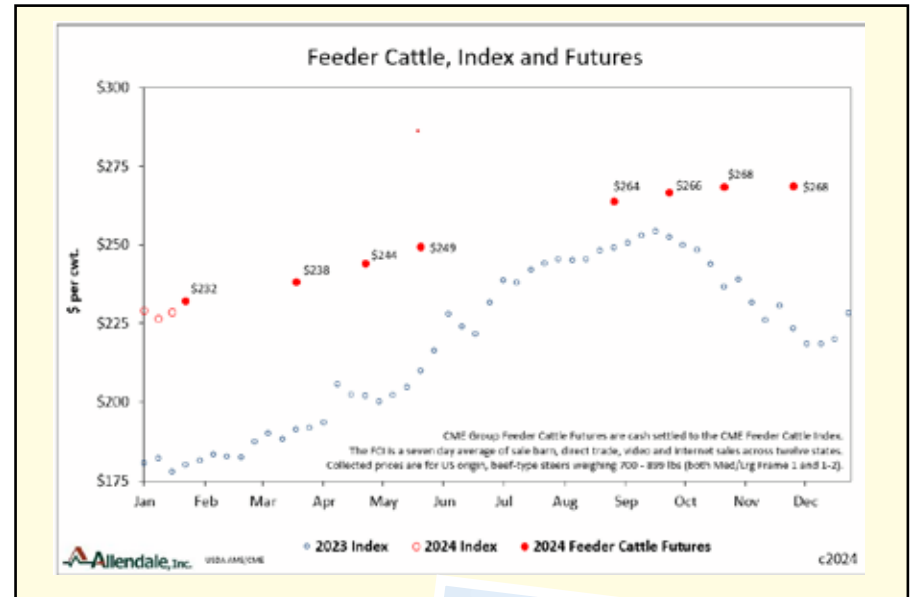
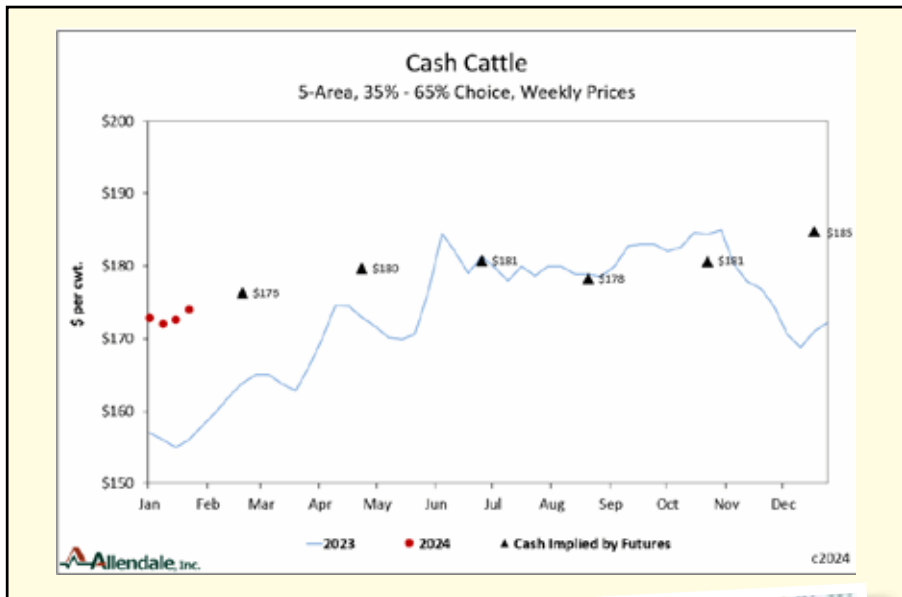
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Live Cattle:

Over the past two months there has been a clear change in trade psychology. Concerns over the US economy for 2024 have eased. Lower interest rates may even be seen later this year. In addition, the US consumer is not backing away from beef. Retail prices in December were a mild 4% below the peak from July. Retail levels are still 32% higher than four years ago.

Our general 2023 – 2026 beef supply decline narrative remains strongly in place. But the next six months will not see any sharp supply declines. Feedlot inflows, due to heavy heifer marketings, have been equal with last year over eight months. Considering our lower annual calf crop that implies coming placements will drop and offered fed cattle will tighten back up in the later four months of the year. Fed cattle futures have recovered 40% of recent losses and prices are just over our view of economic value (\$179/April/\$176 June). Far back months are where we see further appreciation, December \$193.

Feeder Cattle:

The base unit of production, calves and feeders, will see the most price appreciation during this 2023 – 2026 timeframe. Given the extreme recent price decline, which does coincide exactly with seasonals, our view has yet to change. Breeding herd expansion has not started. This continues to push back the “when” of the likely beef production low to “years ahead”.

Rich Nelson
Allendale Inc.
815-578-6161
rnelson@allendale-inc.com



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What Does this Report Mean to Me?

Q: Is it time to procure corn?

A: The corn narrative is that big old crop supplies will get even bigger after 2024, even with an acreage decline. Positive though, the current low for March futures, \$4.36 ¾ was just 6 ¾ cents from our general downside target. That’s close enough. We would cover corn needs for the next four months at current prices on the potential for a light planting risk rally, perhaps up to \$5.00 futures. We remain lax on long term procurement. Without a US weather event December may end at \$4.05.

Q: What is the plan?

A: Producers following our plan are unhedged after last fall’s \$248 to \$236 protection play using January options. Feedlots should have all future 2024 feeder cattle purchases locked in. Our plan this past fall was for procurement when January fell to \$236. Only January and March are still below that trigger price. All back months April and beyond are already back over it (\$238.37 March/\$242.80 April/ \$246.47 May/\$257.12 August/\$257.85 September).

What's A Good Bull Worth?

By Mark Z. Johnson

The question that has been asked forever, or at least as long as we have been breeding cattle with a notion of trying to make the next generation better. It is a classic and timeless question. It is an important question. At this time of year, when many bulls are being marketed and we are planning ahead for spring breeding season, it is the question that is asked a lot! Perhaps it is all the above because it is so challenging to answer.

range depends on your marketing plan and the market conditions at that time. Not an exact number because there are "many layers to this onion". One important point illustrated here is that the longer you own the offspring before marketing, the greater the amount you can

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The Answer

I remember first hearing the answer nearly 40 years ago as a student at OSU. "A good bull is worth the value of five calves he sires". I've heard that answer again many times over the years. I believe it is a good answer and a good rule of thumb to follow, the problem is it doesn't exactly narrow down the range. If we do a little math, this answer may in fact lead to more questions. Such as

When are we marketing our Calves? What is their Value?

According to the most recent USDA Cattle Market Report:

500 lb. weaned steer calves (Large, 1) are worth about \$2.00/lb. for a value of \$1,000 per head. Therefore, if my future marketing plan is to sell weaned steers, $\$1,000 \times 5 = \$5,000$ is the answer.

875 lb. yearling steers (Large, 1) are worth about \$1.57/lb. for a value of \$1,374 per head. Therefore, if my future marketing plan is to sell yearling steers, $\$1,374 \times 5 = \$6,869$ is the answer.

920 lb. beef carcasses are worth \$2.26/lb. for a value of \$2,079 each. Therefore, if my future marketing plan is to retain ownership through finishing and sell fed cattle on a carcass value basis, $\$2,079 \times 5 = \$10,395$ is the answer.

So, in the current market, a good bull is worth somewhere between \$5,000 - \$10,395 to a commercial cattle operation. Where exactly in that

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JANUARY USDA CATTLE ON FEED

By Stephen R. Koontz, Department of Agricultural and Resource Economics, CSU

The USDA Cattle on Feed Report released on January 19 with new information regarding what happened in the cattle feeding sector during December was decidedly neutral. All the main pieces of information were very much in line with pre-report expectations. Placements are the most important piece of information in the Cattle on Feed report. Marketings can be assessed through daily and weekly slaughter information. And on feed inventories are largely the net changes due to these marketings and placements.

Placements were lower than those of the prior year and were exactly as anticipated. Pre-report expectations suggested that placements would be 95.5 percent of the prior year with a range of 91.5 to 98.0 percent. Actual placements during December were 95.5 percent at 1.704 million head. The futures market reacted very modestly lower on Monday with the weakness in the nearby and strength in the deferred contracts. Trading today (2/22/24) is likely reflecting simple everyday volatility as opposed to any re-

action to the report.

Fed cattle marketings were very modestly softer than anticipated. Pre-report expectations anticipated that marketings would be 99.3 percent of last year with a range of 98.2 to 100.7 percent. Actual marketings during December were 99.1 percent of the prior year at 1.725 million head. The sharply colder winter weather has slowed animal performance and gains. Likewise, the poor packer margins and softening of some beef product prices have not incentivized packers to play catch up.

I have discussed in the past that cattle on feed inventories would likely continue to tighten from the peaks in 2022. The beginning of January saw an inventory of 11.930 million, modestly larger than the beginning of December's inventory of 11.682 million head. And this was modestly larger than the inventory for the beginning of November. But all of this was as expected. The pre-report survey suggested that the on-feed inventory would be 102.2 percent of last year with a range of 101.4 to 102.5 percent. Actual inventories were 102.1 percent of the



COLLEGE TO BECOME

continued from page 3

shorten the actual FAFSA form. Previously, there was an exemption in place for families who owned farms or small businesses, so that there was no asset test when those kids were applying for financial aid. But, that change with the FAFSA Simplification Act got rid of the exemption.

Chad Smith: Families with an adjusted gross income over \$60,000 will be subject to the asset test. The change means it will cost farm families a lot more money to send their children to college.

Dustin Sherer: The example that's been given is for a farm that's valued at about a million dollars, under the old rules, that family would have been expected to pay about \$7,600 towards the education. Under the new rules, that same family would be responsible for more than \$41,000, which essentially would take you out of the Pell Grant and federal and state aid programs and force most



people to take out student loans.

Chad Smith: He says some members of Congress are taking steps to correct the error.

Dustin Sherer: There's been legislation introduced in both chambers to reinstate the exemption. In the House, Representatives Mann and Panetta have introduced HR 1250, The Family Farm and Small Business Exemption Act. Identical legislation has been introduced in the Senate by Senators Ernst and Tester. So, if you feel strongly about this issue, I would urge you to reach out to your elected officials and ask them to co-sponsor those bills.

AFBF



prior year. Weather is one cause. The other are the beef prices and downstream margins. Tighter supplies are in this market's future, but we are not there yet. The changing fundamentals needed for this are strong marketings across several months and improvements in packer margins.

The inventory of cattle on feed over 150 days was down in December but remained sharply larger than that of the prior five years. That strong increase occurred in October and persists. This long feed inventory of animals will certainly impact the fed cattle through the first quarter. Both cattle on feed over 120 days and over 90 days are also sharply higher. And all of these on feed over days are calculated and not in the report. However, the inventory-based outlook appears rather bearish.

The Markets

What does the technical picture say? All cattle futures contracts have been in a rally since the sharp down move from late September to early December. The steep downtrend in all contracts has been broken and this is a buy or a bullish signal. Support is also set at the low prices since last December. But it may be premature to identify an uptrend. The trends that I see from December into 2024 are a bit steep. Steep trends are easily broken without the market changing direction. I believe the cattle market will have strength into 2024. But I would not be surprised if the live and feeder cattle contract prices were soft for much of the first quarter and until the strength of the normal seasonal beef demand rally becomes more known. I anticipate uptrends forming in most if not all contracts. Watch your charts.



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KEITH STEVENS RECEIVES CATTLEMAN OF THE YEAR RECOGNITION

The Missouri Cattlemen's Association recognized a Bolivar, Missouri, cattle producer as the 2023 Cattleman of the Year at the 56th Annual Missouri Cattle Industry Convention & Trade Show on January 20, 2024, at Osage Beach. Keith Stevens was presented the award for his commitment to advancing the Missouri beef industry.

Stevens played an instrumental role of initiating collegiate affiliate chapters at various colleges in Missouri including Missouri State University, University of Central Missouri, Truman State University, and Southeast Missouri State University. He made it a goal during his years of leadership to empower the next generation of cattle producers by getting them engaged in the association.

In 2023, Stevens was very engaged in developing the first ever Missouri Beef Days in Bolivar, Missouri, for May is Beef Month. Missouri Beef Days was a week-long celebration to highlight

the industry's importance to the region, state and nation. During this event, Stevens helped promote and educate the community about initiatives of the beef cattle industry.

"Stevens has been a dedicated member for a very long time and served as the 2016 MCA President," said Patty Wood, past MCA president. "This award was created to put focus on a member who went above and beyond in the respective year, and there is no one more deserving of that recognition in 2023 than Keith Stevens."

Keith, his wife Beverly, and his brother-in-law all work together to operate an intensive grazing operation on 160-acres in Polk County known as L. Hopkins Farms with a mix of Charolais, Braunvieh and Angus cattle.



HIGHER INPUTS

continued from page 3

use to calculate their own cost of production based on their location and herd size in the state. Frequently, when either of these tools are used and all these costs are tallied, the total surprises many cow-calf producers. A response often heard after tallying up the numbers is, "Does it really cost that much?"

Feed

In looking at this budget, feed is the first and largest cost. For many cow-calf operations, grazed and harvested feed makes up 40 to 70% of annual cow costs. The market value for grazed feed and harvested feed was higher in 2023 as drought conditions, a harsh winter and inflation pushed hay and grass prices higher. In this budget, when all pasture and feed are valued at market price, including what is needed for replacement heifers and bulls, annual feed costs are almost \$800 per cow unit!

Labor and Equipment

Labor and equipment costs continue to increase. When labor is valued at what it would cost to hire someone to do the work and depreciation and expenses related to equipment ownership and operations are calculated, it frequently makes up 15 to 30% of the total annual cow costs. Equipment replacement, interest, repairs, maintenance, and operating expenses trended higher in 2023.

Cow Depreciation or Replacement

Whether replacements are raised or purchased, the costs associated with getting a bred female into the herd are significant. The economic cost of getting a bred replacement into the herd in 2023 is much higher than it was in 2022. When heifers are valued at market price at weaning and all costs from weaning to entering the herd as a bred female are calculated, this total frequently comes in as the third largest cost in a cow-calf budget. In a typical herd where open or old cows are sold and then replaced

with bred heifers, the cost to do this often is 15 to 30% of total annual cow costs. A quick way to get an idea of the significance of cow depreciation is to look at the relationship between the market value of bred replacements coming into the herd in relation to the total value of cull cows leaving the herd as well as those that died. Assuming the cow herd keeps a constant head count, this value difference divided by the number of cows in the herd gives a current depreciation relationship value.

Interest Rates, Other Costs Increased Significantly in 2023

Interest, breeding, veterinary, marketing, and other costs often add up to 10 to 20% of total cow costs. While not as large as other cost categories, they still need to be monitored and analyzed. Interest rates are significantly higher than they were two years ago and that is impacting the cow-calf enterprise. The Bank Prime Loan Interest Rate reported by the St. Louis Federal Reserve as of July 27 of this year was 8.5%. This rate is what commercial banks typically charge customers that are deemed to be the lowest risk when making a loan. To put this in perspective, the reported prime loan rate from March of 2008 through July of 2022 was never higher than 5.5%. For several years during that period, it was 4% or less. The total amount of dollars needed for operating expenses in 2023 is higher due to inflation of input costs and the increasing value of replacement females. The interest rate on operating loans for most producers has doubled from what it was two years ago. More dollars need to be borrowed to operate and those dollars are being borrowed at a higher interest rate. Interest expenses as a percentage of total operating costs are significantly higher for many producers than they were just two years ago.



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WHAT ARE REPLACEMENT HEIFERS WORTH IN 2024?

By Randy Saner, Shannon Sand, Matt Stockton, Nebraska Extension

Not every cow is going to be profitable, even when calf prices are high. It is important to consider the quality of cows as well as cost. Paying too much for good cows is as bad as paying very little for a horrible one. Producers who intend to be profitable must consider closely the relationship of current and future cost to current and future revenue, cow longevity and productivity.

The first step in figuring out whether to buy or keep replacement heifers is to figure what it costs to raise them, and to have an educated idea of what they may return over their lifetime.

The following analysis gives an idea of what breakeven points look like for replacement heifers on various operations, but it's important to know your own numbers to make good decisions about buying or retaining replacement heifers.

This is the sixth annual beef cow replacement value forecast created by researchers and extension personnel at the University of Nebraska for the beef cattle industry. This baseline of beef heifer replacement values is intended as a starting point to help cattle producers decide to buy, sell, or trade replacement cows.

These forecasts are derived from the set of complex interrelationships among the present and future costs, productivity and revenue of cows, calves and productive materials and assets, many of which are themselves forecasts. The information here is a guide, which users would be expected to modify, depending on their circumstances and expectations of future productivity, costs, and revenues. The forecasted price and cost variations were those created by the University of Missouri Food and Agriculture Policy Research Institute (FAPRI) as the current 10-year projections. These annual FAPRI changes were used to adjust the expected costs of Nebraska producers for the current season, 2023.

Valuing replacement heifers

Selecting replacement heifers differs from ranch to ranch, but value for both retained and purchased replacements generally depends on:

- Longevity - the replace-

continued on page 15



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RICHARD THOMAS RECEIVES LIFETIME ACHIEVEMENT AWARD

The Missouri Cattlemen's Association recognized Richard Thomas, Madison, Missouri, with its "Pioneer Award" at the 56th Annual Missouri Cattle Industry Convention and Trade Show on January 20, 2024. The award is the highest honor given by the association and is comparable to a lifetime achievement award.

Thomas was raised on a vegetable farm on the eastern shore of Maryland. He was an active member of his FFA chapter and graduated as the valedictorian in the class of 1955. He continued his education at the University of Maryland where he graduated with a Mechanical Engineering degree. After graduating, Thomas served in the Air Force for 20 years. Thomas and his college sweetheart, Jackie, moved to Missouri and found raising beef cattle a pleasant and exciting extension of a lifestyle they knew and enjoyed. Thomas and his wife raised commercial cattle on their 1,400-acre farm near Madison, Missouri, for nearly 40 years.

"After surviving the 80s in agriculture, Richard has been on a mission to empow-

er people in this industry to transform challenges into opportunities," MCA Executive Vice President Mike Deering said. "He was instrumental in starting the Monroe and Chariton-Randolph County Cattlemen's Associations and helped drive the affiliates to be involved with the community and state association."

Thomas is a dedicated member of MCA. He has contributed time and effort to advising many people to be an active participating member of the association. He spent many of his years serving in a leadership position in some capacity including serving as a Region Vice President in 2002 and on the Policy and Legislative Affairs Committee since 2011. Thomas is widely known for his tremendous generosity to fundraising for MCA's Political Action Committee.

"Richard is the perfect example of a great citizen, loving father, and devoted rural leader of the cattle industry," Deering said. "He is a true advocate for the beef industry."



JURY AWARDS

continued from page 3

Nichols and a state investigator observed a dead cow in a stream and also reported several of the cattle were in poor health. The Hopkins family claim the issues observed by the officials were due to the age of the cattle.

Nichols, Lamb, and other officers returned to the farm on July 13 and seized 49 of the Hopkins' cattle without a warrant, court records indicate. Matthew Hopkins was charged with 49 counts of animal cruelty.

Two weeks later, after his attorney requested that the sheriff's office stay off Hopkins' property, Nichols obtained his first two search warrants, which he then used to seize the Hopkins' four remaining cattle, according to the lawsuit.

The sheriff's office arranged for the cattle to be cared for by another farmer while the legal process proceeded. The cattle were sold at auction in December 2018.

Three days after the cattle were sold, the charges against Matthew Hopkins were dropped on the condition that the proceeds from the sale go toward the upkeep costs that had been incurred. The sheriff's office agreed to pay any remaining amount.

The Hopkins filed their lawsuit in 2019, and the trial ended in October 2023.

The Hopkins and their two sons have since moved from Marshall County to a farm in neighboring Giles County south of Nashville and have begun building a new herd of cows.



LIFE

continued from page 5

ty to be invited to speak at hundreds of meetings, conventions and banquets, from South Carolina, to Wisconsin, to Texas, and all points in between. The good fortune to meet so many of you, at these events has never been taken for granted. Thank you, from the bottom of my heart.

Fading into the sunset is not my style, so if you have any interest in continuing to follow all my farming missteps, feeble attempts at humor, and snippets of hill-billy philosophy, I encourage you to tune in to YouTube on your computer or smartphone, and search for Crown

Cattle Company. There, I will try to continue to entertain you with stories from the past and present, for a few more years. After all, I never set out to be a writer, but I've always loved being a storyteller, and YouTube allows me to do just that.

In the meantime, if you see me at the local feed store, farm show, sale barn, or county fair, please stop and say hello. I never get tired of seeing old friends—those I know, and those I meet for the first time.

Until then, keep your life simple.



WHAT'S A GOOD

continued from page 9

afford to pay. Retained ownership gives you more time and opportunity to capture the value of your investment in genetics.

And we haven't even considered the value added to replacement females if we select daughters as our next

generation of cows. Until then, keep the following chart in mind as another way to evaluate ownership cost of bulls on a per cow or annual basis.

Drovers



	Bull Purchase Price			
	\$3,000	\$6,000	\$9,000	\$12,000
Cost/cow bred*	\$19.10	\$38.21	\$57.32	\$76.43
* assuming 157 cows bred between ages 1 to 6 (over 6 breeding seasons)				
Cost/year*	\$500	\$1,000	\$1,500	\$2,000
* assuming 6 years of service				

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ment heifer's ability to stay in the herd as a productive unit

•Productivity - both current and future expected difference between costs and revenues (calf price and production costs differences over the heifer's productive life)

•Genetic and phenotypical compatibility with herd mates (the animal conforms with the production system and performance goals)

•Operator goals and management style (heifer's contribution to future of ranch)

•Financial standing, specifically debt related to cow purchases.

These forecasts assume producers know two things about their operation:

•Annual cost of production per cow. Authors used UNL's Cow Cost Cow-Q-Lator combining producer production information and real estate survey data to calculate three levels of costs, low, medium and high.

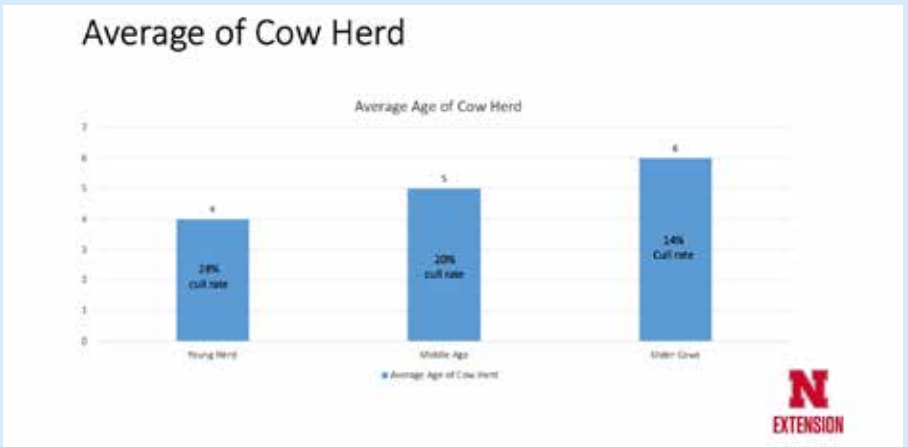
•Three average levels of cow replacement rates. This is measured as the number (percent) of heifers needed each year to keep the herd at a constant size. This number is representative of the number of replaced culled or dead cows and is a practical and tractable measure of cow longevity.

The three annual costs of production for 2023 do not include calving rate, replacement cost, depreciation expense, or death loss. These variables are accounted for within the simulation itself. The 2023 annual production costs per cow were identified as, low of \$931/cow, medium of \$1007/cow, and high of \$1080/cow. As stated, the values and costs were adjusted annually for 10 years within the simulation using those factors derived from the FAPRI 2023 projections. Costs relate directly to the UNL Ag Economic Real Estate Report for 2023 state average with a low of \$50.80/pair/month, median \$61.0/pair/month, and high rate of \$69.1/pair/month. These rates were averaged for eight USDA statistical districts in Nebraska. Winter rates were half of those charged in the summer. The costs of pasture ranged from about 38-43% of all costs

and 65-68% of total feed costs, while feed costs ranged from 56% to nearly 60% of all costs.

Figuring a replacement heifer breakeven

It is impossible to anticipate and quantify all possible conditions in which replacement cows are purchased. To help mitigate this challenge three representative levels of pro-



continued on page 16 Figure 1. The three levels of cow replacement

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Lot 26



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Lot 100



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WHAT ARE REPLACEMENT

continued from page 15

duction costs and three rates of herd replacement rates were used to create forecasts of replacement heifer breakeven value for the nine different scenarios. In this instance breakeven value is the average value in dollars that a cow purchase would equal the dollars returned by her during her life in the herd.

The nine forecasts are a result of a life simulation where 25,000 purchased heifers are randomly bought, produce calves, and sold in the next 11 years. The biological productivity and animal size are enumerated by the simulation of historical information obtained at UNL's GSL facility.

The nine scenarios were evaluated at 14%, 20%, and 28% annual herd replacement rates with each replacement rate replicated at the three levels of beginning costs, \$931/head low, \$1007/head medium and \$1080/head high.

All heifers were purchased at an average value of \$1,934.30/hd. The predictions are graphically depicted in Figure 2. As expected, the 14% replacement rate had the highest breakeven values, with about \$1524.64/hd., 1118.02/hd. and 715.51/hd. for the low, medium and high costs respectively. The herd with the 20% replacement rate, more typical, had breakeven values of \$1302/.20/hd., 986.07/hd. and 671.17/hd. for the low, medium, and high costs respectively. The highest level of replacement, not surprisingly, had the smallest breakeven values for each level of replacement. At the low costs it was predicted that breakeven would be \$1040.18/hd., the medium costs had a breakeven of \$830.35/hd., with the final breakeven of 587.09/hd. for the high cost.

In all cases increasing productivity without altering costs would result in greater

revenue, which would result in increased profit and the ability to pay more for replacements. The accuracy of the forecast is dependent on how closely an operation's productivity and revenue match those specified in the model.

Productivity changes include calving rates and calf growth rates among other important measures. Revenue changes also play a role in altering breakeven value.

Demand and supply shifts that alter cattle prices also have an impact on replacement heifer breakeven value. Higher calf prices lead to higher breakeven values, while lower prices lead to lower breakeven values. Accurately forecasting these values leads to better forecasting cow's replacement values. An economically successful producer, on average, buys or raises replacement heifers for at least no more than what she returns in her lifetime and hopefully less.

Low cost, low replacement herds (14%) can afford higher-valued replacement heifers and replace capital faster in their operations (Table 1). When raising or purchasing replacement heifers, each heifer's value is based on her ability to stay in the herd and the producer's ability to manage that productivity, control costs, and use the market to their advantage. Applying these principles is key to making an operation more profitable and resilient.

A positive outcome in purchasing replacements over time comes down to the animal's ability to return as much or more value than was

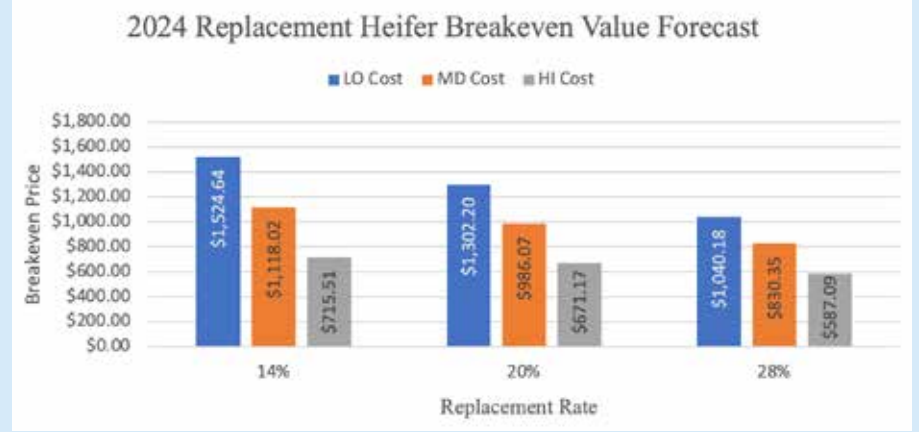


Figure 2. Replacement heifer breakeven value forecasted average cost and replacement rates.

Cost/hd	14%	15%	16%	17%	18%	19%	20%	21%	22%	23%	24%	25%	26%	27%	28%
\$930.96	\$1,524.64	\$1,487.56	\$1,450.49	\$1,413.42	\$1,376.34	\$1,339.27	\$1,302.20	\$1,273.81	\$1,245.43	\$1,217.05	\$1,188.67	\$1,160.29	\$1,131.91	\$1,103.53	\$1,075.15
\$941.80	\$1,466.55	\$1,431.63	\$1,396.71	\$1,361.79	\$1,326.87	\$1,291.95	\$1,257.03	\$1,222.11	\$1,187.19	\$1,152.27	\$1,117.35	\$1,082.43	\$1,047.51	\$1,012.59	\$977.67
\$952.65	\$1,408.46	\$1,375.70	\$1,342.93	\$1,310.17	\$1,277.40	\$1,244.64	\$1,211.87	\$1,179.11	\$1,146.34	\$1,113.57	\$1,080.81	\$1,048.04	\$1,015.28	\$982.51	\$949.75
\$963.49	\$1,350.37	\$1,319.76	\$1,289.15	\$1,258.54	\$1,227.93	\$1,197.32	\$1,166.71	\$1,136.10	\$1,105.49	\$1,074.88	\$1,044.27	\$1,013.66	\$983.05	\$952.44	\$921.83
\$974.33	\$1,292.28	\$1,263.83	\$1,235.37	\$1,206.92	\$1,178.46	\$1,150.01	\$1,121.55	\$1,093.09	\$1,064.64	\$1,036.18	\$1,007.73	\$979.27	\$950.82	\$922.36	\$893.91
\$985.17	\$1,234.19	\$1,207.89	\$1,181.59	\$1,155.29	\$1,128.99	\$1,102.69	\$1,076.39	\$1,050.09	\$1,023.79	\$997.49	\$971.19	\$944.89	\$918.59	\$892.29	\$865.99
\$996.02	\$1,176.11	\$1,151.96	\$1,127.81	\$1,103.67	\$1,079.52	\$1,055.38	\$1,031.23	\$1,007.08	\$982.93	\$958.78	\$934.63	\$910.48	\$886.33	\$862.18	\$838.03
\$1,006.86	\$1,118.02	\$1,096.03	\$1,074.03	\$1,052.04	\$1,030.05	\$1,008.06	\$986.07	\$964.08	\$942.09	\$920.10	\$898.11	\$876.12	\$854.13	\$832.14	\$810.15
\$1,017.71	\$1,060.52	\$1,040.61	\$1,020.71	\$1,000.80	\$980.90	\$960.99	\$941.09	\$921.19	\$901.29	\$881.39	\$861.49	\$841.59	\$821.69	\$801.79	\$781.89
\$1,027.81	\$1,003.01	\$985.19	\$967.38	\$949.56	\$931.74	\$913.92	\$896.10	\$878.29	\$860.47	\$842.65	\$824.84	\$807.02	\$789.21	\$771.39	\$753.58
\$1,038.28	\$945.51	\$929.78	\$914.05	\$898.31	\$882.58	\$866.85	\$851.11	\$835.38	\$819.64	\$803.91	\$788.17	\$772.44	\$756.70	\$740.97	\$725.23
\$1,048.76	\$888.01	\$874.36	\$860.72	\$847.07	\$833.42	\$819.77	\$806.13	\$792.48	\$778.84	\$765.19	\$751.54	\$737.89	\$724.25	\$710.60	\$696.96
\$1,059.23	\$830.51	\$818.95	\$807.39	\$795.83	\$784.26	\$772.70	\$761.14	\$749.57	\$738.01	\$726.45	\$714.89	\$703.33	\$691.77	\$680.21	\$668.65
\$1,069.71	\$773.01	\$763.53	\$754.06	\$744.58	\$735.11	\$725.63	\$716.15	\$706.67	\$697.19	\$687.71	\$678.23	\$668.75	\$659.27	\$649.79	\$640.31
\$1,080.18	715.51	\$708.12	\$700.73	\$693.34	\$685.95	\$678.56	\$671.17	\$663.78	\$656.39	\$648.99	\$641.60	\$634.21	\$626.82	\$619.43	\$612.04

Table 1. Breakeven values of beef cow replacements based on annual production cost and replacement rate with no borrowed money.

paid for her. This is only accomplished if the operation selects the right type of animals (animals suited to flourish under their management and care), at the right price and the right time.

Raising replacements does not make them free; in fact, it is important to know what they cost to raise and how they rate in value, relative to purchased animals. In Table 2 this means moving from right (28%) to left (14%). Lower replacement rates mean a higher percentage of cows are older and have a longer productive life. As

Probability of paying off the average cost of \$1,904.50 cost for a replacement heifer bought in Dec 2023 for the 2024 season (2.10 of Utility Cow price)				
\$/hd	Cost type	14% culling rate	20% culling rate	28% culling rate
\$931	Low	35.3%	22.1%	12%
\$1007	Medium	3.2%	1.9%	1%
\$1,081	High	.016%	.024%	.008%

Table 2. Probability of paying back the \$1,934.30/hd. purchase price of the heifer, under each of the nine scenarios

New probabilities of paying off the lower average cost of \$1481.42 cost for replacement heifer bought in Dec 2023 for the 2024 season (based on 1.69 of Utility Cow Price)				
\$/hd	Cost type	14% culling rate	20% culling rate	28% culling rate
\$931	Low	53.3%	37.6%	22.0%
\$1007	Medium	27.6%	18.4%	10%
\$1,081	High	2.0%	1.7%	1.0%

Table 3. A listing of a selected number of probabilities of paying back the reduced costs of the \$1,481.42/hd. purchase price for replacement heifers December of 2023.

profit increases providing additional funds to pay off cow purchase costs.

Table 1 is valuable and can be used to extrapolate changes in replacement cow breakeven values based on replacement rate and/or annual production costs.

The prices paid for replacement heifers have declined

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over last year's forecast. The increased costs compared to smaller increases in calf returns which are predicted to increase for the next 5 years of the next 10-year outlook. Costs have increased more than the increased return on calves. This has lowered what can be paid for replacements compared to last season. The current probability of successfully paying for a heifer that costs \$1940.50/hd. are listed in Table 2.

Even at the lowest cost and replacement rate there is only an expected probability of 35.3% of replacement heifers paying back the whole purchased value. It should be noted that some individuals will pay back more than this purchased value while the majority (64.7%) will not. This overpayment is captured in the average breakeven values reported here of \$1524.64/hd.

This brings up an interesting discussion point. If the price paid for all replacements were the breakeven value of \$1524.64 (Table 1), the probability of each cow paying her own way would be 52.2%.

This indicates the remaining 47.8% would not pay for their purchase value. However, the 52.2% that did would include many that would cover a higher purchase value and as a result on average all purchased cows would breakeven. Going back through the data it was found that from 2008 to 2012 replacement cow prices averaged about 1.69 times as much as cull cow prices in Sioux Falls South Dakota (\$1,481.42/hd.). Using this factor instead

The Midwest Cattleman · February 1, 2024 · P17 of 2.10 from the 2013 to 2022 period resulting in the 2023 (\$1940.50/hd.) value, the probabilities of success increased substantially. (Table 3). The point here is that not every cow is going to be profitable, nor are all cows going to create a loss. It is important to consider the quality of cows as well as cost. Paying too much for good cows is as bad as paying very little for a horrible one. In the final analysis producers who

wish to be profitable must consider closely the relationship of current and future cost to current and future revenue, cow longevity and productivity.

Presentation by the authors of this report was hosted by UNL's Center for Agricultural Profitability, as a webinar, and is available on-line.

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Rogers Ranch Red Angus Feature

By Austin Black

In North Central Missouri, surrounded by hunting leases and hog farms, stands a Red Angus operation that uses historical success to create future progress. In fact, for over 170 years, the Rogers family has called Princeton, Mo their home. And while their experience with registered Red Angus is more recent, their focus on longevity in their cows and their customers runs deep.

Twenty years ago, the Rogers Ranch jumped head first into registered Red Angus when Raymond and his son Steven purchased the Harold Henry herd, which originated from J.C. Penney. Raymond had previously ran commercial Charolais and Simmental cattle in the 1970's and 1980's before transitioning to selling registered Simmental bulls in the 1990's. At the turn of the century, though, he was looking for something new and noticed the upward trend of red cattle in the marketplace.

"Everybody wanted black cattle, but then we started seeing the popularity of Red Angus cattle across the country," said Raymond's son Nathan, who joined his dad as a

partner on the ranch in 2005. The breed displayed strong maternal traits, docility, and was a complement to their existing Simmental genetics, providing the opportunity to raise fullblood and composite cattle. "They're able to handle the heat and still handle the winter weather as well," Rogers said. An important trait considering some of the pastures on the Rogers Ranch have limited shade during the summer and can experience severe weather during the winter.

At that time, Rogers Ranch had already spent over twenty years selling performance tested bulls. But with the 6th generation now on the operation full-time, sights were set on continued growth.

Using a strategic breeding program, Rogers began to breed registered Red Angus and Red Angus x Simmental cross cattle to raise high performing bulls and replacement females. "In the spring, we A.I. all of our replacement heifers and 90% of the spring calving mature cows, but the remainder of the herd, and all our 2-year-old cows, are bred back with natural service,"



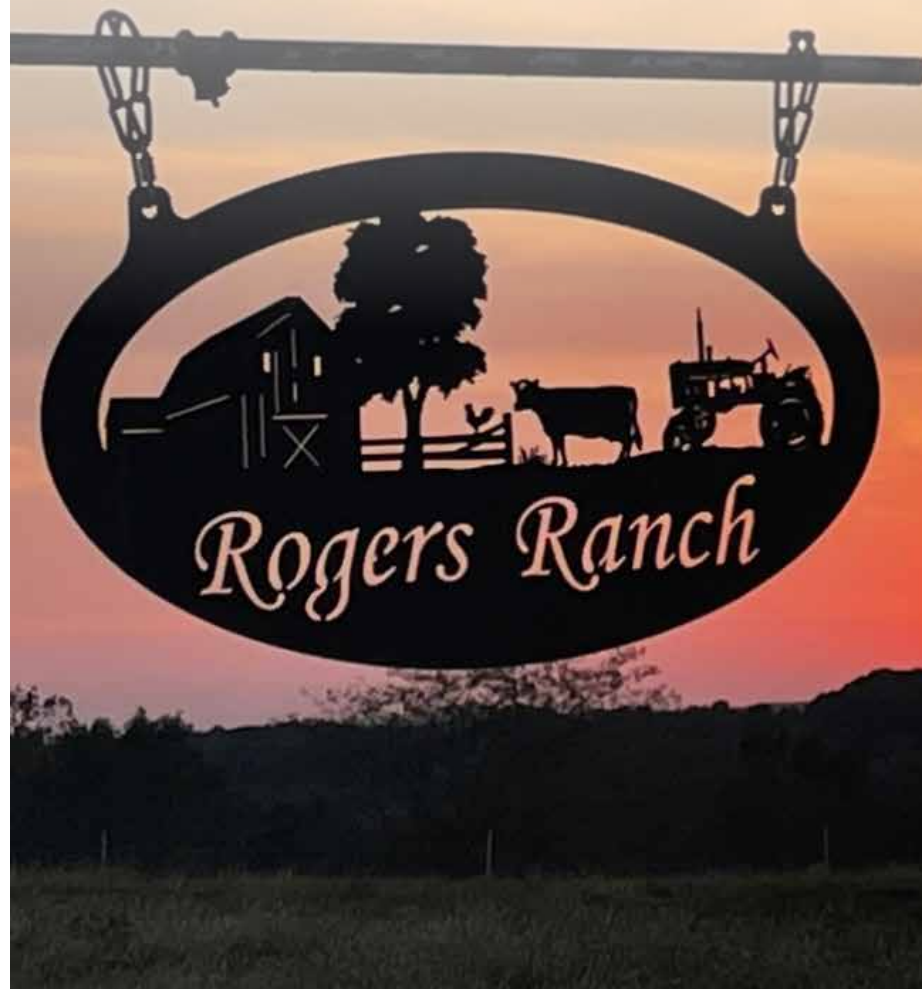
Rogers said. He and Raymond have found better conception rates with this approach as the cows don't undergo as much stress while being synchronized.

Following a similar approach in the fall, all replacement heifers and registered cows undergo A.I., while the commercial cows receive natural service. "Using natural service in each herd like this allows us to use a new herd sire and get progeny on the ground before incorporating his genetics heavily into the registered herd," Rogers said.

Keeping back the very best heifers, Raymond and Nathan built the spring and fall calving herds to about 120 head each. The expansion allowed them to partner with fellow producers Jim & Cody Holt of JS Ranch to hold their own production sale, Reds in the Green Hills, beginning in 2019.

It was both a struggle and opportunity for Rogers. Previously, all his bulls were sold private treaty. This approach required a huge amount of time to visit with potential customers and many times, they wouldn't buy. "We went to a one day sale with the hopes of selling 80% of the cattle that day while still having some to sell private treaty," he said. Their first sale was in the fall of 2019 and it was a train wreck. "It was the best day of harvest that year and we had 20 or 25 people in the crowd. Half of them were family," Rogers said. Their saving grace was having 40 or 50 black fall pairs in addition to the bulls.

Thankfully, the sale has improved each year as more buyers attend and customers have the option to bid and purchase through DVAuction. Now, the father-son duos will market about 40 bulls and close



to 75 females each spring. Two-thirds of the females are commercial replacement heifers, with the balance including registered bred cows and pairs. Rogers admits the females are the key to keeping the sale going, but he also sees more bull customers with each year. “We have several guys that buy 2 to 5 bulls every year or every other year and that is exciting,” he said.

Fundamental philosophies for success

The success of Rogers Ranch hasn't solely derived from a larger herd, though. From the beginning, Rogers knew his family had to raise cattle that would perform consistently for commercial cattlemen. That meant focusing on balanced trait selection and expecting high performance from his cowherd. “My philosophy is we need to get away from single trait selection,” Rogers said. Acknowledging the importance of calving ease, his focus is directed more so at feet and leg structure, fertility, growth and carcass.

When selecting a new herd sire, Rogers looks for bulls in the top 30% for weaning weight and top 20% for calving ease. Currently, the Rogers Ranch bull battery consists of four home-raised bulls along with a new herd sire from Milk Creek Reds. “We look for sires that get out and do the job to produce stout, rugged calves,” he said. “We want to produce bulls that wean heavy calves for our customers.” The focus proved successful when one of Rogers' kids won the Missouri State Fair carcass contest in 2017 and placed 2nd a few years later.

His strict culling standards for females keep the cowherd with a strong maternal foundation. In fact, a majority of his females can be traced back to three cow families from the original herd his dad purchased. “We'll retain about 15-20 heifers to keep the herd building but most of our commercial females go through the sale as we try to build the purebred Red Angus female base,” Rogers said.

To qualify as a replacement, heifers need to be around 600# at weaning and pass a fertility exam at 11-12 month

old. From there, Rogers looks at their EPD's and phenotype to make sure they represent the traits and growth expectations of his operation. “I want a moderate frame female with depth and thickness that will produce a good calf and breed back every year,” he said. Simply put, “we keep the best and get rid of the rest,” he said.

Rogers philosophy isn't entirely from his own wisdom, though. In 2022, he and part-

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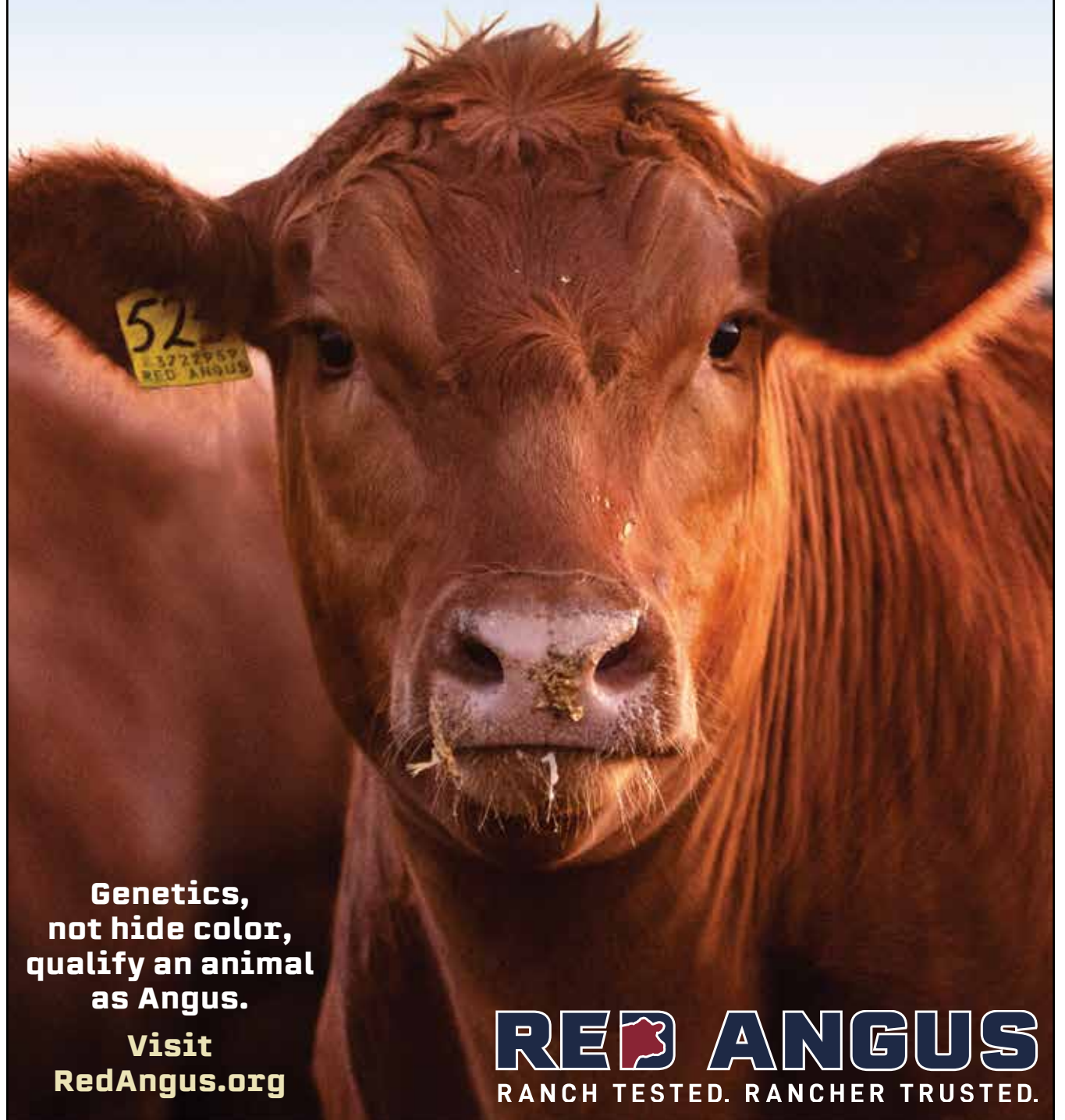


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Making an Impact – One Consumer at a Time

by Sarah Hill for the Red Angus Magazine

Most U.S. consumers are at least three generations removed from the farm, according to U.S. Secretary of Agriculture Tom Vilsack. Jimmy and Cynthia Ramsey are bridging that gap with their online beef business, fueled by Red Angus genetics.

Excellent Genetics

Ramsey Reds is a Red Angus herd based near Houston, Missouri. After she completed college, Cynthia and her parents, Jim and Glenda Jones, had a commercial cattle herd and were looking to improve their cattle genetics. Their herd was primarily Simmental at the time, so Jim and Cynthia bought some registered Red Angus bulls from James River Red Angus.

“They were just excellent bulls,” Ramsey said. “We were so pleased with the calves and quality of the heifers as they matured that we decided to stick with Red Angus and kept integrating more Red Angus genetics into the herd.”

The herd was built up to

about 100 mama cows. Jim was ready to retire in 2020, opening an opportunity for the couple to purchase a property with 64 acres nearby the following year. As it turned out, the property they bought had been owned by Cynthia’s great-great-aunt and has been in the family

since the 1870s.

“Ramsey Reds was born out of a partial partnership with my parents but gave us the opportunity to have our own Red Angus cow-calf operation,” Cynthia explained. The family had to renovate two pastures to bring them back to productivity.

Jim and Cynthia both work off the farm, and have four children: Carson, 8, Mikendra, 17, Austin, 20 and Lexie, 21. Jimmy is a driver for UPS, and Cynthia is a branch manager for Progressive Ozark Bank.

The family has only exhibited their Red Angus cattle locally but has really enjoyed the opportunity for their kids to build relationships through the industry.



The Ramseys have their own direct-to-consumer beef business, and they utilize the Red Angus Feeder Calf Certification Program to help their consumers know where their beef comes from.

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Balancing Top Traits

Today, Ramsey Reds have about 35 head, and the Ramseys focus on balancing calving ease, milk production and maternal traits.

“A few years ago, we made the decision to raise all of our own replacements,” Ramsey said. “We are aiming to produce calves that need to be able to grow, the cows need to be able to calve easily, and the heifers should be good mamas, because we’re keeping the cream of the crop to improve our herd.”

More recently, the Ramseys have also been integrating more carcass data into their breeding decision making process.

Trackability, Accountability

Ramsey Reds have been using FCCP tags since 2021. The Red Angus FCCP program is the beef industry’s best value in age and source verification, allowing Red Angus producers to average a premium of \$2.98 per hundredweight compared to Red Angus-sired calves without the yellow tag. The program only requires a minimal tag investment and no enrollment fee.

“We were introduced to FCCP tags at the Show-Me Reds Bull & Female Sale, but at the time, we weren’t in a position to facilitate making sure we had the quality and met the program expectations in order to be able to participate in the FCCP program,” Ramsey said. “After the move, we were able to keep heifers separate and have all the records in place, so we could step into the program.”

Since the Ramseys have their own direct-to-consumer beef business, they like being able to utilize the FCCP program to promote their beef.

“It enables consumers to really know where their beef comes from and know their rancher,” she said. “It’s also doing away with labeling, compared to what you buy in the grocery store.”

However, the Ramseys are adamant not to denigrate beef bought in grocery stores. In Texas County, where the Ramseys live, 60% of the population is at or below pover-

ty level, so many of them are dependent on grocery stores.

“It goes back to the principles that we stand for as cattle producers,” Ramsey attested. “We can tell consumers that the beef they’re getting from this lineage was raised right here, and it’s trackable and there’s an accountability factor.”

Year-Round Grazing

The cattle at Ramsey Reds are predominantly pas-

ture-fed year-round, as the Ramseys practice intensive rotational grazing, including stockpiling fescue for winter.


“It’s a little labor intensive, but it’s been valuable for us in the long run,” Ramsey said. “We occasionally supplement with range cubes to introduce the calves to grain, so when they’re weaned, it’s not new for them.”

Having a little grain avail-

able helps the calves during the stressful weaning period, according to Cynthia. The weaned calves only get between 2-4 pounds of grain per day.

“We don’t claim to raise solely grass-fed beef,” she said. “We do supplement what the cattle need, and we’re not ashamed of it.”

continued on page 22



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MAKING AN IMPACT
continued from page 21

The cattle at Ramsey Reds have no problem filling out and maturing, and the beef

still tastes great, said Ramsey.

Building an Online Beef Business

The pandemic was pivot-



Ramsey Reds is a commercial Red Angus operation that focuses on marketing high-quality beef directly to consumers.

al for the Ramseys in terms of their direct-to-consumer beef business. Before the pandemic, Cynthia says that they sold probably 2-3 beef to their friends and neighbors each year and harvested a couple for their own family.

"I had a friend in the St. Louis area, and the stores were running out of meat," she explained. "My friend and her family always had meat, and when her friends asked about that, they connected with us, and we sold beef to them as well."

In 2020, the Ramseys sold almost three times as much beef as they had before, and it was insightful for them.

"This is not something that's going away," Ramsey said. "People want beef – we just didn't have the capacity at the time."

After moving to their new location, the Ramseys were able to figure out a way to make more beef available, launching their online beef business in January 2023.

"We've been really shocked at how well it's done," Ramsey added. "We thought we'd be marketing to city folks, because everyone around here knows a rancher. But that hasn't been the case. Our predominant customer based has been within a 10-mile radius of our ranch."

Selling beef directly to consumers has certainly provided a significantly higher profit margin for the Ramseys, who are excited to be adding a diversified income stream to their cattle operation.

"We've only done a little paid advertising – probably less than \$100," Ramsey said. "Otherwise, we've let it grow on its own. We can see the potential there."

The business has been slowly increasing in number of orders, with September 2023 meriting about 2-3 orders per week, ranging from \$8 - \$255. But the most interesting thing the Ramseys have observed is that so



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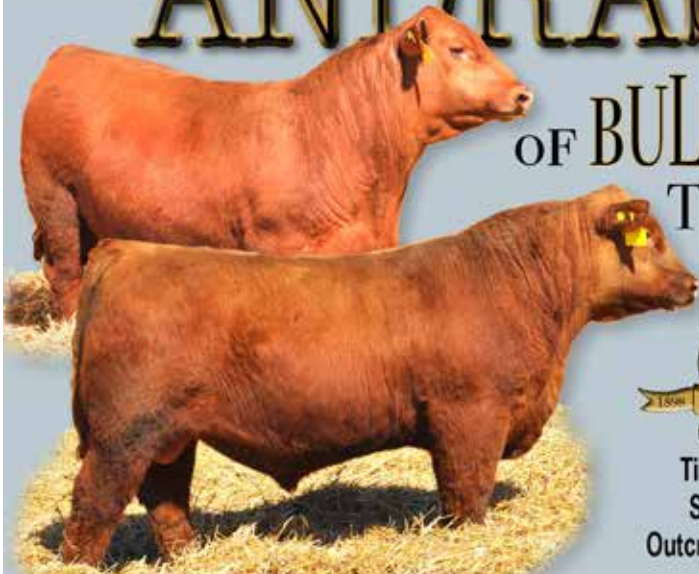
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many of their customers have no idea how to connect with a ranch in the first place.

“I’ve ranched my entire life, and for most of the people I interact with, it wouldn’t even cross their minds to ask me about buying beef,” Ramsey said. “At first, we thought we’d just be selling quarters, halves and wholes, but it’s been the exact opposite.”

Connecting with Consumers

The direct-to-consumer beef business has also opened the door to educating more people about agriculture. When customers arrive to pick up their beef, they inevitably have questions about what activity is happening on the ranch. One customer specifically planned his beef pick up to occur when he had family visiting from Los Angeles, so his teenage family members – who had never been to a farm – got to see a unique experience with the bottle calves and chickens.

“It was so inspiring to see the ranch through their eyes,” explained Ramsey. “Now they have a connection to a farm and know where their beef and eggs come from.”

The Ramseys would like to blend the best of the past with modern agriculture today. The farm has a home-site that dates to 1923, which Cynthia plans to turn into a small storefront for their online beef business. An Airbnb where visitors could immerse themselves in ranch life is also in the long-term plan. Hosting events and camps for kids are also on their wish list. She also hopes that one of their children will eventually take over the operation.

“There are still a lot of families that are isolated, and everyone having a garden or cow just isn’t realistic anymore, but we can preserve a little bit of that,” Ramsey said. “We can let others see it and be part of it and see how they fit into the big picture. Consumers are important to ranchers.”



The Ramseys would like to blend the best of the past with modern agriculture today. The farm has a homesite that dates to 1923, which Cynthia plans to turn into a small storefront for their online beef business. Additionally, an Airbnb where visitors could immerse themselves in ranch life is in the long-term plan.



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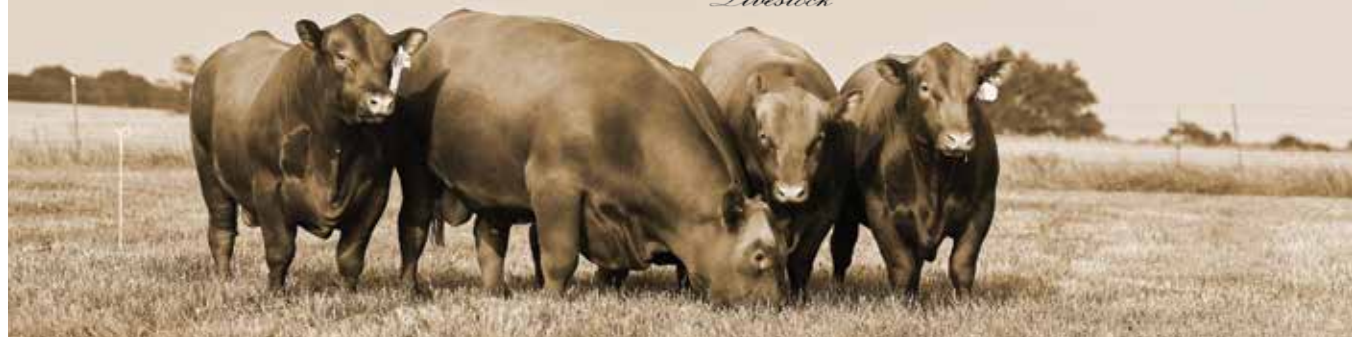
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ner Cody Holt completed the “Learn from the Best” program sponsored by the Red Angus Association of America. This opportunity allowed him to visit with and learn from elite Red Angus breeders across the country. “I was able to pick their brains on how they stay successful on their operation and how I can incorporate different ideas to make it even better in my herd,” Rogers said.

One of his biggest take-aways was the use of planned matings. Using EPD’s, Rogers is able to make breeding predictions based on his ideal animal profile to see which bulls will work best for his cows. “We now do that with every breeding season,” he said.

Looking at the big picture

In addition to creating the best genetic improvement possible in his herd, Rogers also understands that grass management, marketing strategy and customer service are key components of profitability and business success.

Many years ago, Raymond and Nathan began using rotational grazing to reduce their feed and hay costs while improving the soil health in their pastures. They’ve utilized EQUIP programs to build electric fencing and watering systems and are looking to incorporate more intensive management in the coming years. “We try to feed as little hay as we have to, and right now, we have 90 fall pairs and 60 spring cows still on grass,” Rogers said. With pasture in very limited supply, their utilization of current land resources is important to long-term growth.

Knowing the success of his customers results in his own success, Rogers also works hard to help market calves sired by his bulls. “We promote the Feeder Calf Certification Program ear tag from the Red Angus Association to our customers,” he said. Rogers and Holt both use this marketing service as well for their steer calves, which provides validation to buyers of the genetic quality at sale

time. The association recruits buyers for calves enrolled in the program to increase their value at the auction barn. “The commercial marketing team sends out an email blast to buyers looking for those tags the week they sell,” Rogers said. “I try to promote that to our bull buyers and have them group a large set of calves to sell at the same time.” In the future, Rogers hopes to buy back or partner on females sired by his bulls to include them in the production sale and bring added value to his customers at home also.

With the 7th generation of Rogers planning to continue the ranching tradition in the coming years, Nathan is always looking to the future and making a better opportunity. “Our oldest daughter Gracie is currently serving as a board member for the Junior Red Angus Association of America,” he said. “All our kids are



very involved in the Missouri and Iowa Junior Red Angus associations.”

He plans to support their passion for agriculture and make Rogers Ranch a place they can call home. “I want to continue to build the production sale, sell 60 bulls a year, grow our customer base and have continued repeat customers,” he said. “Doing things the same way we’ve always done them isn’t going to work forever, so I want to expand and make things more accessible for my kids to come back to the farm.”



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Bale Loader 3000 Series

By Mark Z. Johnson

Calving during the winter months can present some unique challenges. Cold and/or wet weather, higher birth weights, fewer hours of daylight and in most herds, this is the time of year when we, as producers, are the primary source of nutrition provided in the form of harvested forage and supplemental feeds. What can we do to make calving in the late winter months as problem-free as possible? **GET PREPARED!**

Cattle Comfort Advisor is an excellent tool for monitoring weather conditions and the impact they have on cattle. According to the Mesonet Cattle Comfort Advisor, cow energy requirements increase 1% for each degree the cattle comfort index is below 32 degrees F. This energy need will double to 2% if the animal is wet to the skin. In regard to newborn calves,

continued on page 26



Calving Kit and Facilities

Prior to Calving Season, it is important to take inventory of our facilities. Our working pens, chutes and alleyways need to be in good working order. If we have a calving barn or indoor facility remember to check cameras, batteries, and light bulbs. We want all facilities ready **BEFORE** we find ourselves assisting that first heifer in the calving process.

To be fully prepared, have the following list of supplies in a cooler, bucket or toolbox:

- Colostrum and feeding bottle
- Flashlight and batteries
- OB Sleeves
- Non-detergent lubricant
- Antiseptic
- OB chains and calf puller
- Paper towels
- Rope halter
- Large cloth towel

Also, understand the three stages of bovine parturition. It's important to know what to expect when a cow or heifer goes into labor in order to know when and how to provide assistance.

In regard to colostrum, sooner is better. If you come upon a newborn calf and are not certain it has nursed, administer colostrum via tube feeder as soon as possible. Ensuring an adequate amount of colostrum is ingested by newborns is cost effective and "an ounce of prevention is worth a pound of cure."

Account for Cold Weather

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Colostrum 101

By Lindsay Waechter-Mead, DVM, Nebraska Extension Beef Educator

The number of calves in North America that fail to receive adequate colostrum ranges from 11%-31%. This article will review key points on colostrum management to ensure calves are set up for success from the beginning of life.

Why do calves need colostrum?

The placenta is unique in the bovine because it stops maternal and fetal blood supplies from mixing. This separation prevents immunoglobulins from being transferred to the fetus prior to birth. Immunoglobulins are a class of proteins that act as antibodies to protect the immune system from disease. Without the transfer of protective antibodies from the dam to the calf, the calf is at risk for preweaning morbidity and mortality. Failure of passive transfer has also been shown to have a negative effect on weaning weights and average daily gain in the feed yard.

What exactly is colostrum?

Colostrum is the first milk

produced by the dam. It contains immunoglobulins, specifically IgG which is derived from the dam's blood serum. This process begins several weeks before calving and peaks around 1-3 days before birth. In addition to IgG, colostrum also contains white blood cells, such as neutrophils and leukocytes, that help further protect the calf from pathogens while also providing the necessary energy and protein required for neonatal nutrition and vigor. Colostral vitamins A and E play a vital role in immune stimulation and antioxidant properties.

How much colostrum does a newborn calf need?

Previous studies have shown that calves require at least 150 g of IgG for immune protection, with recent research suggesting 200-300g as ideal. Several factors can influence the quality of colostrum, including dam nutrition, body condition score, and age of the dam. Older cows usually have higher quality and quantity of colostrum than heifers. Researchers have shown calves born to heifers with a body condition

PREPARE FOR *continued from page 25*

consider that in the birth process they are leaving the cozy environment of their mother's womb at a temperature of 101-102 degrees F and hitting the ground at temperatures as much as 100 degrees colder. Add in rain, snow, muddy ground or high winds and the situation can be catastrophic for newborns. While nature equips calves with a limited amount of brown adipose tissue which is burned internally to create heat for survival. Extreme cold can overwhelm the ability to create enough internal heat and hypothermia can occur. Calves suffering from hypothermia are more susceptible to naval infections,

pneumonia, and scours. Best management practices for cold weather calving include:

-Provide adequate wind breaks, shelter and bedding so cows can separate and calve in a warmer, dryer, protected environment.

-Plan ahead to provide the additional protein and energy needs of cows during the final trimester of pregnancy and the beginning of lactation.

-Sort first calf heifer from cows and manage accordingly. Heifers are inexperienced and more likely to need a higher level of attention during calving and the initial stages of claiming and raising a calf.

Drovers



score of 5-6 stood faster and had higher levels of IgG than calves born to BCS 3-4 heifers. As reference, a healthy beef cow with at least BCS 5 should produce approximately 95 g of IgG per liter of colostrum.

Timing is everything.

The cells lining the small intestine are primed to readily absorb IgG at birth, but the timing window decreases significantly after 12 hours of life. Peak absorption happens in the first four hours post-calving and complete gut closure is observed at 24 hours of life. Temperature can affect gut absorption as well as metabolic acidosis, which occurs in calves that experienced difficult births. If you assisted in the birth of the calf, it is a good idea to ensure colostrum intake by milking the cow and offering it to the calf. Studies have shown minimal difference in IgG absorption when comparing nipple feeding versus esophageal tube feeding, therefore either method is correct. Tubing is usually required in calves born under distress because they lack the vigor to nurse.

Not all is created equal.



The best source of colostrum for a newborn calf is the mother. If that is not an option, the next option would be a donor cow from the same herd. Usually the older the cow, the better antibodies she can provide. Healthy cows with a solid vaccine history are ideal. Colostrum can be stored in quart bags in the freezer for up to one year. It is important to remember that heat from the microwave can denature the IgG antibodies. A water bath with tempera-

tures below 140° F is the best environment to thaw colostrum.

There are several choices for freeze dried colostrum options. Always remember to read the labels! Colostrum supplements are intended to only supplement a calf that already received some colostrum. Most of the time these contain low levels of IgG and will not provide adequate protection alone. A true colostrum replacement needs to contain at least 150 g of

bovine IgG as well as protein and fat for nutritional requirements. Double check to see how to mix the product to ensure proper absorption.

Being prepared is key. Maintaining a good relationship with your veterinarian throughout the year will provide added value to your operation during calving season.



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Managing Hypothermia in Newborn Calves

By Lindsay Waechter-Mead, DVM, Nebraska Extension Beef Educator

Plans for calving season should include how to identify and manage cold stress in newborns. In the 2007 National Animal Health Monitoring System report, 25.6% of operations reported weather as the main cause for death in calves less than 3 weeks old. Preventing hypothermia is vital to survival in the newborn.

Interruptions to thermoregulation

Difficulty during birth, also known as dystocia, can have detrimental effects on calf health. The contractions from the dam create periods of limited oxygen as the calf moves through the birth canal. When the delivery process is prolonged, calves will be born with critically low levels of blood oxygen. These low levels will be corrected when breathing begins. However, severe dystocia calves have such low levels

that the respiratory system is suppressed, leading to a cascade of negative events. The increase of blood carbon dioxide levels and the lack of oxygen lead to a condition called acidosis. The acidosis will depress the central nervous system and lead to weak calf syndrome. In these situations, calves are unable to stand and likely have a decreased shivering response, causing hypothermia. Hypothermic calves lack a suckle reflex and fail to ingest necessary colostrum, which will delay the absorption of antibodies and essential nutrients needed for survival.

Management strategies to treat hypothermia

There are several ways to assist a hypothermic calf. This first step is understanding when to intervene. The normal rectal temperature of a newborn calf is 101.5-102.5 degrees F. A simple ther-



mometer will help identify when the calf is in danger. Once the temperature drops below 101 degrees F, steps should be taken to prevent hypothermia. Another tip is

to place two fingers into the mouth of the calf. The inside of the mouth of a healthy calf will be warm and moist and will attempt to chew or suck

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Don't overlook nutritional needs of 2-year-old cows

By Bill Halfman, Agriculture Agent, Monroe County, Wisconsin

A frequently heard recommendation for beef farms is to separate the 2-year-olds and thin cows from the main herd during the winter-feeding period. Three-year-olds may also benefit from being in this group because they are still growing. This is important every year, and likely even more important during years of limited forage resources.

For the first time in their lives, 2-year-old heifers have a lot going on over the spring and summer when they calve for the first time. They are feeding a calf and recovering from calving. They also need to rebreed within 80 to 85 days of calving to get on a 12-month calving interval and remain valuable members of the herd.

Amid all these events, they are still growing themselves. Their rumen capacity is lower than their mature herd mates, so in addition to the greater demands previ-

ously identified, they cannot eat as much. A general rule of thumb is that young cows can eat 85% to 90% of what they will eat at their mature size. Cattle continue to grow until they are 4 years old.

With all this going on, it is common for 2-year-olds and

some 3-year-olds to be thinner than the mature cows when the calf crop is weaned. Thinner cows will benefit from being in a separate group so their specific needs can be met to prepare them to calve and rebreed next year. Separating them from the mature

cows allows the most economical use of better forages and supplemental grain to get them in good condition for the next calving season, while not overfeeding the mature cows.

Pushed out

If the young cows are left in with the rest of the herd, they will likely be pushed away and not have sufficient access to feed — especially concentrates that are fed at lower rates per head. The mature boss cows will eat all they want, becoming fatter, and the young cows will remain thin or may even lose weight. Economically, this is a losing situation for the farmer.

Thinner cows also burn more energy to stay warm in the winter because they do not have as much subcutaneous fat to act as insulation, making the situation worse. If cows are thinner than ideal at



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MANAGING

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on your fingers. If the suckle reflex is absent, it's time to get involved.

Consider two routes when attempting to rewarm a calf: external and internal. Colostrum is the first line of defense for warming a calf internally. Comprised of up to 10% fat, colostrum acts as a heat source by burning the fat into energy and maintaining body temperature. Calves that can sit sternal and hold their head up need colostrum to begin the warming process. The best source will be from the dam, but other sources or replacers may be used as well. Ensure records are kept on what and how much was provided to the calf.

External warming can be achieved through commercial warming huts, forced warm air such as the floorboard of your truck, or warm

water bath. Never leave a calf unattended while using a heat source as there is potential for overheating. While warming huts are an easy option, they can also serve as breeding grounds for pathogens. Thoroughly clean and disinfect the entire hut before adding another calf. If using a bath, ensure the calf is completely dry before placing it back outside.

Understanding the risk factors for hypothermia will aid in developing a strategy to prevent loss. Managing dystocia and knowing when and how to assist chilled calves is an essential part of your calving plan.



DON'T OVERLOOK

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calving, there is greater risk of weak calves at birth, poorer quality and quantity of colostrum, and a lower chance of getting rebred in a timely manner.

The table below compares mid-trimester gestation needs of a mature 1,400-pound cow to a 2-year-old 1,200-pound cow. The mature cow has a body condition score of 5.5 that should be maintained, while the 2-year-old cow has a BCS of 4.5. The younger cow should gain ½ body condition score per month during the mid-trimester of gestation after fall weaning to be in

ideal condition come spring. Keep in mind the young cow can only eat 85% to 90% of what the mature cow can, so energy and protein density need to be greater in the feed, too.

In summary, young cows have different nutritional needs than mature cows. They are still growing themselves and are often thinner going into winter than the mature cows. Putting young cows in a separate group will help optimize allocation of feed resources to prepare them for the following year without wasting resources by overfeeding the mature cows.



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Mature 1400-pound cow, 5.5 BCS, maintain	11.85	484.72
Two-year-old 1200-pound cow, 4.5 BCS, add ½ body condition score per month	13.67	596.7

Table 1. Mid trimester gestation energy and protein needs of a 1400 lb mature cow to maintain 5.5 BCS and 1200 lb two-year-old cow 4.5 BCS adding ½ BCS per month during December weather conditions in Wisconsin.

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The Value of Hay as Fertilizer

By Aaron Berger - University of Nebraska Extension

This time of year, many producers are feeding cows hay. Have you ever stopped to think about what the dollar value of the nutrients in the hay are worth as fertilizer once they have been processed by the cow?

Mature cows should excrete 100% of the nutrients they consume in terms of nitrogen, phosphorus, and potassium.

For example, if 100 cows are being fed 30 lbs. per head per day of 17% protein alfalfa hay, that is .03% phosphorus and 2.4% potassium on an as fed basis.

So, what is the value of the nutrients available to the pasture or field where the manure is being deposited?

3000 lbs of alfalfa hay X .17 crude protein = 510 lbs of protein. Nitrogen X 6.25 = crude protein. By taking 510 lbs of crude protein and dividing by 6.25 = 81.6 pounds of nitrogen in the fed hay. Only about 35% of the nitrogen in manure and

urine is available to be used. The balance is lost to volatilization as ammonia.

Using 81.6 pounds of nitrogen X .35 = 28.6 pounds of nitrogen available to be used by growing plants from the fed alfalfa hay.

The availability of phosphorus and potassium in manure and urine from feed consumed is 100%.

To find the value of phosphorus and potassium in the fed alfalfa take 3000 X .003 = 9 of phosphorus and 3000 x .024 = 72 lbs. of potassium.

In one ton of alfalfa hay, there are approximately 19 lbs. of nitrogen, 6 lbs. of phosphorus and 48 lbs. of potassium that are applied to the ground in excreted manure where the hay is fed. The fertilizer nutrient value of these minerals at \$0.60/lb. of N (\$11.40), \$0.65/lb of P (\$3.90) and \$0.40/lb. of K (\$19.20) would in total equal \$34.50 per ton. This value doesn't include micronutri-



ents and the organic matter in manure and wasted hay.

It is common to see weed problems develop on rangeland that cattle are fed on during the winter months. The nutrients from the hay are often concentrated in feed areas and the availability of nitrogen, in particular, in rangeland situations encourages weed growth.

If hay is being fed, is there an opportunity to feed cattle on ground where the nutrients can be utilized for growing tame perennial or annual forages that would respond to the fertilizer?

Nutrients in hay have value. Finding ways to effectively utilize and recycle nutrients is economically beneficial. Strategically thinking about how to capture the value of nutrients in harvested forage is one way to reduce fertilizer prices for growing crops.

For more information on calculating the nutrient value of harvested feeds, visit this University of Missouri Extension article titled "Calculating Fertilizer Value of Supplemental Feed for Cattle on Pasture."



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Feeding corn stalk bales

K-State cattle nutritionist explains how corn stalk bales can be a feed resource.

By Lisa Moser, K-State Research and Extension

When eating a salad, imagine how it might taste if all there was to eat were the stems of the plant. Not very appealing, right?

Similarly, cattle that are offered corn stalk bales to eat in place of hay also often find that to be less palatable, said Phillip Lancaster, beef cattle nutritionist for the Kansas State University Beef Cattle Institute.

Speaking on a recent Cattle Chat podcast, Lancaster said there is an increase of corn stalks being baled as a feed resource this year because of the shortage of hay and the decrease in pastures available for fall grazing due to a lack of moisture.

"Traditionally, grazing cattle in the late fall on harvested corn fields can be an option to extend the grazing

season because cattle can eat the husks and leaves, which have a decent nutritional value," Lancaster said. "However, this year farmers are baling up the corn stalks after they've harvested the crop, which leaves only the stalks that are lignified and indigestible."

He said that when cattle are offered a corn stalk bale, they will consume the resource at a higher proportion of stalks than they would if they were just grazing the field.

"Producers feeding those bales will have quite a bit of wastage unless they grind them and add them to a mixed ration," Lancaster said.

For producers who need to use this as a feed resource, Lancaster said they need to supplement the cattle with protein.

He added: "For cows going into their third trimester this winter, their maintenance

requirements are higher so along with protein they will also need to be supplemented with energy as well."


Additionally, there is a potential health concern with bales that were made from a failed corn crop when fed to the cattle, Lancaster said.

"If nitrogen fertilizer was put on the crop in the spring

and then it failed, the plant may still be holding that nitrogen," Lancaster said.

In that case, producers will need to test the bales for nitrates, according to Lancaster.





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The BIF Symposium features two and one-half days of educational programming focused on improving maternal traits and efficiency. Monday, June 10, kicks off with the Young Producer Symposium at 1 p.m. followed by the Welcome and Scholarship Reception. Monday evening a Feeder Cattle Panel will focus on capturing value of improved genetics and health in feeder cattle production.

Tuesday's general session will focus on "Building a better cow" and will include presentations by Dr. Jared Decker, University of Missouri; Dr. Darrh Bullock, University of Kentucky; Dr. Bob Weaver, Kansas State University;

and Dr. Dave Lalman, Oklahoma State University.

Wednesday's general session theme will continue the theme of building maternal excellence and speakers will include Dr. Christine Baes, University of Guelph; Dr. Larry Kuehn, U.S. Meat Animal Research Center; and Dr. Mike Coffey, Scotland's Rural College.

Tuesday and Wednesday afternoon technical breakout sessions will focus on a range of beef-production and genetic-improvement topics.

For registration and more symposium details, including hotel information, visit BIFSymposium.com. Prior to and during this year's symposium, be sure to follow the event on social media channels using the hashtag #BIF2024.

Each year the BIF symposium draws a large group of leading seedstock and com-

mercial beef producers, academics and allied industry partners. The attendance list is a "who's who" of the beef value chain, offering great networking opportunities and conversations about the issues of the day. Program topics focus on how the beef

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COMING SALES

- Feb 10 Genetic Power Gelbvieh & Balancer Bull Sale, Springfield, MO
Feb 10 J&N Black Hereford Sale, Leavenworth, KS
Feb 17 Overmiller Red Angus & Gelbvieh, Smith Center, KS
Feb 24 Missouri Angus Breeders' Futurity Sale, Columbia, MO
Feb 24 * Post Rock "Cowman's Kind" Bull & Female Sale, Barnard, KS 785-792-6244
Feb 24 * Seedstock Plus North MO Bull Sale, Kingsville, MO 877-486-1160
Feb 24 * Tegtmeier Pld Hereford 64th Bull & Female Sale, Burchard, NE 402-335-0470
Feb 24 * Twin Ridge Farms Bull & Female Sale, Clinton, MO 660-885-1311
Mar 1 K-State Annual Legacy Sale, Manhattan, KS
Mar 2 * Cason's Simmental & SimAngus Bull Sale, Russell, IA 641-814-3332
Mar 2 Gibbs Farms Sale, Ranburne, AL
Mar 2 * Judd Ranch Gelbvieh/Balancer/RA Bull Sale, Pomona, KS 785-566-8371
Mar 2 Laflin Angus Ranch Production Sale, Olsburg, KS
Mar 2 * Loving Farms Proven Performance Sale, Pawnee Rock, KS 620-786-2018
Mar 2 * Missouri Select Annual Production Sale, Keytesville, MO 660-621-0121
Mar 2 * Seedstock Plus Arkansas Bull Sale, Hope, AR 877-486-1160
Mar 2 T & S Strnad Annual Charolais Production Sale, Formoso, KS
Mar 3 Gold Bullion Group's 22nd Annual Bull Sale, Westmoreland, KS
Mar 4 Buck Ridge Cattle Co Bull Sale, Seymour, MO
Mar 4 Lyons Angus Ranch Sale, Manhattan, KS
Mar 5 * Schutte & Sons Pld Herefords 51st Prod Sale, Guide Rock, NE 402-756-3462
Mar 8 Bar S Ranch Production Sale, Paradise, KS
Mar 9 * Hilltop Farms Gelbvieh & Balancer Sale, Carthage, MO 417-529-0081
Mar 9 Sampson Cattle Co Annual Bull Sale, Kirksville, MO
Mar 9 * Seedstock Plus Red Reward Bull & Female Sale, Osceola, MO 877-486-1160
Mar 9 Soaring Eagle of the Ozarks Bull Sale, Springfield, MO
Mar 9 Wright Charolais Bull Sale, Kearney, MO
Mar 10 Flickerwood Angus LLC, Jackson, MO
Mar 13 R.A. Brown Ranch Bull Sale, Throckmorton, TX
Mar 14 BJ Angus Genetics, Manhattan, KS
Mar 14 Henke Angus, Salisbury, MO
Mar 14 McCurry Angus Ranch Bull Sale, Hutchinson, KS
Mar 15 15th Annual SW IA Gelbvieh/Balancer Bull & Female Sale, Creston, IA
Mar 15 Marshall-Fenner Farms Sale, Boonville, MO
Mar 15 * Mushrush Red Angus Annual Production Sale, Elmdale, KS 620-340-7461
Mar 15 Sunflower Genetics Sale, Maple Hill, KS
Mar 15 Wann Ranch, Poteau, OK
Mar 16 Beef on Forage Beefmaster Bull & Female Sale, McAlester, OK
Mar 16 Bradley Cattle Bull & Bred Female Sale, Springfield, MO
Mar 16 Brinkley Angus Ranch, Green City, MO
Mar 16 Ertel Cattle Co Annual Production Sale, Kirksville, MO
Mar 16 Falling Timber Farms Sale, Marthasville, MO
Mar 16 Mississippi Valley Angus Assoc Sale, Cuba, MO
Mar 16* NE Arkansas Assoc. Sale, Charlotte, AR 580-595-0901
Mar 16* Reds in the Green Hills, Harris, MO 660-748-6350
Mar 16 Valley Oaks Spring Sale, Warsaw, MO
Mar 16* Waukaru 'The Gathering' Shorthorn Bull Sale, Rensselaer, IN 219-819-0430
Mar 16* Wild Indian Acres Annual Bull Sale, Carthage, MO 636-236-0306
Mar 17 April Valley Farms, Leavenworth, KS
Mar 17* Briarwood Angus Bull & Female Sale, Butler, MO 660-679-3395
Mar 18* B&D Herefords & Beran Bros. Angus Prod. Sale, Claflin, KS 620-587-3709
Mar 18 Hinkle's Prime Cut Angus Sale, Nevada, MO
Mar 19 Hinkson Angus Performance Bull Sale, Cottonwood Falls, KS
Mar 20 Mid-Kansas Angus Breeders' Sale, LaCrosse, KS
Mar 21 Benoit Angus Production Sale, Esbon, KS
Mar 21 T Bar S Focused on the Future Female Sale, Billings, MO
Mar 22* Barrett Cattle & Mill Brae Ranch Bull Sale, Maple Hill, KS 785-224-8509
Mar 22 Howard County Angus Association Sale, Boonville, MO
Mar 23 3C Cattle Co, Carrollton, MO
Mar 23* 8 Story Farms Charolais Bull & Female Sale, Gallatin, MO 785-672-3195
Mar 23 Arkansas Bull & Commercial Female Sale, Heber Springs, AR
Mar 23 New Haven Angus Annual Bull Sale, Leavenworth, KS
Mar 23* Seedstock Plus South Missouri Sale, Carthage, MO 877-486-1160
Mar 23* Worthington Angus Production Sale, Dadeville, MO 417-844-2601
Mar 24* Silver Genetics Production Sale, Maryville, MO 660-541-0361
Mar 25* Green Springs Bull Test, Nevada, MO 417-448-7416
Mar 25* Oleen Bros Annual Production Sale, Dwight, KS 785-466-1422
Mar 25 SW MO Performance Tested Bull Sale, Springfield, MO
Mar 26* GenePlus Brangus Bull Sale @ Chimney Rock, Concord, AR 877-436-3877
Mar 27 Diamond H Ranch Annual Production Sale, LaCrosse, KS
Mar 28 Sweiger Farms Bull Sale, Maysville, MO
Mar 30 3C Cattle Co, Carrollton, MO
Mar 30* Rogers Cattle Co & Lile Farms Red Angus Sale, Strafford, MO 417-241-1302
Apr 1 Brockmere Farms, New Cambria, MO
Apr 1 * Green Garden Angus Annual Prod. Sale, Ellsworth, KS 785-472-3752
Apr 2 Hubert Charolais Ranch Annual Bull Sale, Monument, KS
Apr 4 Hunter Angus Sale, Fair Grove, MO
Apr 5 Meyer Cattle Co Bull Sale, Bowling Green, MO
Apr 6 Four-State Angus Association, Springfield, MO
Apr 6 Gardiner Angus Ranch Annual Production Sale, Ashland, KS
Apr 6 Midwest Beefmaster Bull & Heifer Sale, Exeter, MO
Apr 6 Peterson Farms Charolais Top Pick Sale, Mountain Grove, MO
Apr 6 * Show Me Classic Bull Sale, Windsor, MO 660-527-3507
Apr 6 * The Andras Kind Red Angus Bull Sale, Manchester, IL 217-473-2355
Apr 6 The Gathering at Shoal Creek, Excelsior Springs, MO
Apr 9 * Sydenstricker Genetics Influence Sale, New Cambria, MO 573-581-1225
Apr 11 Pharo Cattle Co Bull Sale, Springfield, MO
Apr 13 Central Missouri Polled Hereford Breeders' Spring Sale, Cuba, MO
Apr 13 Lucas Cattle Co Sale, Cross Timbers, MO
Apr 13 Ozark & Heart of America Beefmaster Spring Sale, Springfield, MO A
Apr 13 Power Performance Pedigree Sale, Mountain Grove, MO
Apr 13 The Renaissance 32nd Anniversary Edition Sale, Strafford, MO
Apr 15* Jim D. Bellis Family Pld Hereford Production Sale, Aurora, MO 417-466-8679
Apr 20 Belle Point Ranch, Lavaca, AR
Apr 20 East Central Missouri Angus Assoc Sale, Cuba, MO
Apr 20* New Day Genetics Spring Bull Sale, Salem, MO 573-453-0058
Apr 27 Aschermann Akaushi Sale, Carthage, MO
Apr 27 Heart of the Ozarks Angus Sale, West Plains, MO
Apr 28* Show-Me Reds Sale, Springfield, MO MissouriRedAngus.com 417-327-7870
May 4 Central States BBU Mid America Futurity & Sale, Locust Grove, OK
May 4* HHCA 13th Spring Highland Cattle Auction, Springfield, MO 417-345-0575
May 4 Soaring Eagle of the Ozarks Female Sale, Springfield, MO
May 6 Gardiner Angus Ranch "Meating Demand" Bull Sale, Ashland, KS
May 10 Wild Indian Acres Mature Cowherd Dispersal, Cuba, MO
Jun 8 * Wallen Prairie Ranch Production Sale, Lockwood, MO 417-808-0296

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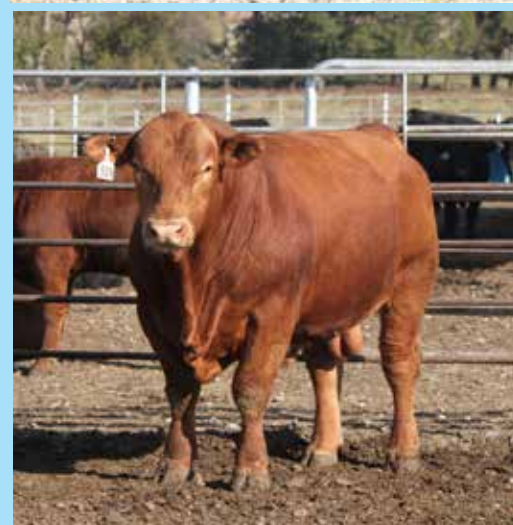
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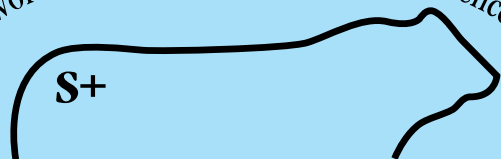
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