



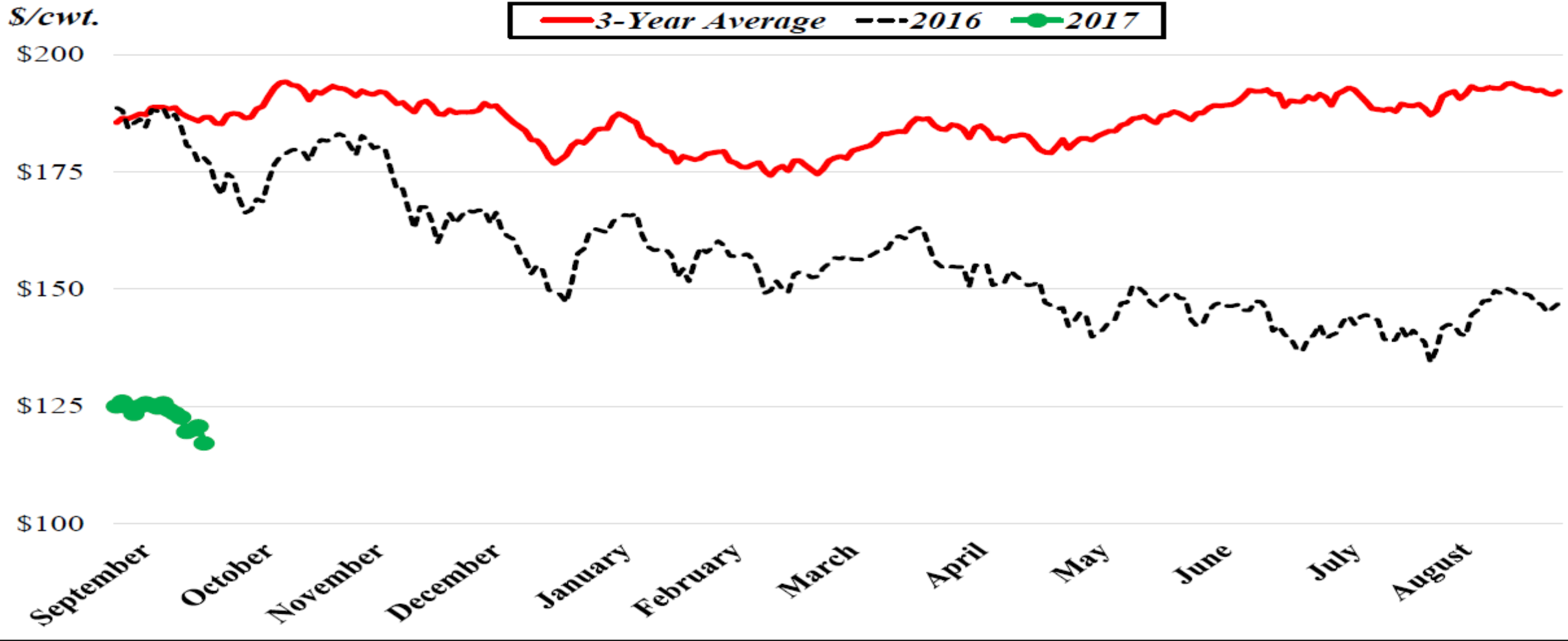
Riding Out the Cow Cycle

WHAT DO YOU DO WHEN THE WHEELS COME OFF?

JED DILLARD

Jefferson County Livestock Agent

Figure 1. August 2017 Feeder Cattle Futures Prices (CME)



Beginning of September: \$127.48/cwt. End of September: \$117.10/cwt. Price Change: (\$10.38/cwt.)
August 2017 High: \$128.00/cwt. August 2017 Low: \$117.10/cwt. Price Range: \$10.90/cwt.

Net Cash Income

=

Income - Expenses

Four Ways to Increase the Value of Livestock

- Change the price
- Increase Numbers
(Reproduction)
- Gain Weight
- Upgrade the Class

Don Wakeman

Reduce Expenses

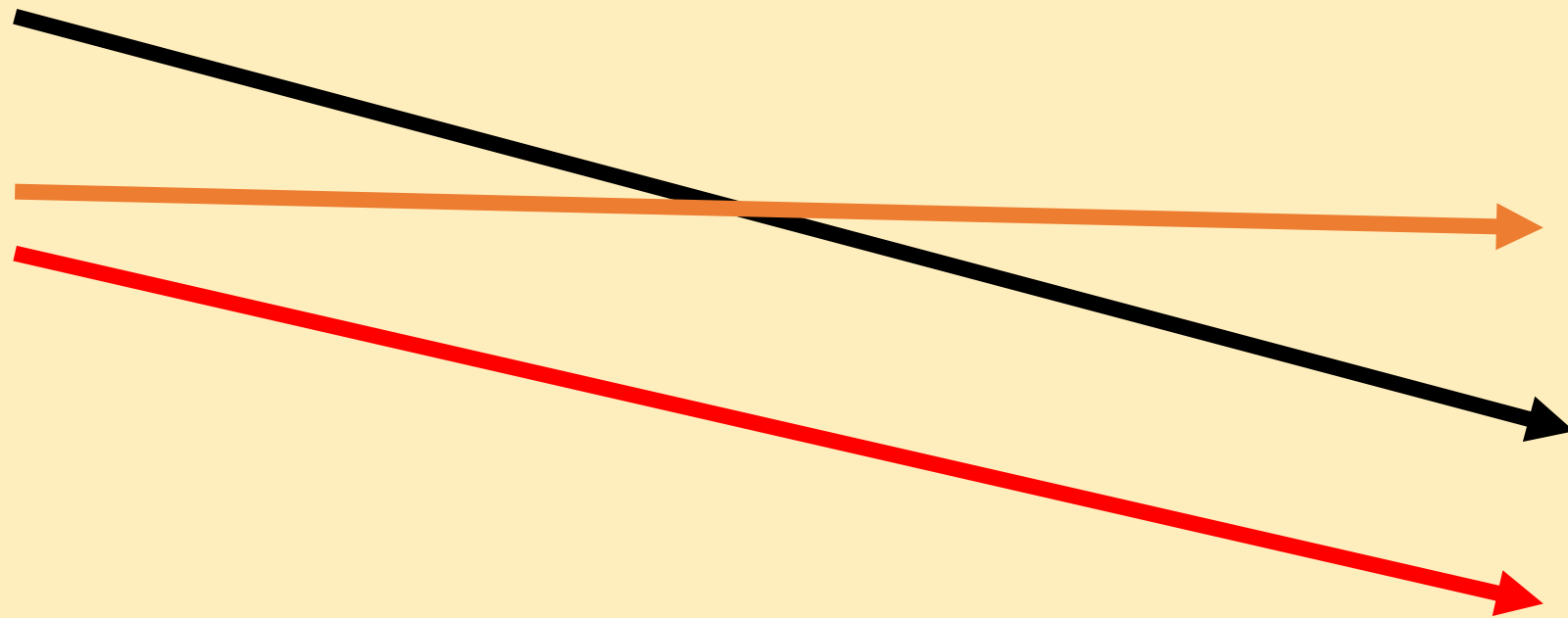
And

Maintain Income and

Production*

*AS MUCH AS YOU CAN

Indiscriminate cost cutting
is NOT
the answer



The Four Horsemen of the Apocalypse



Death



Famine



Plague

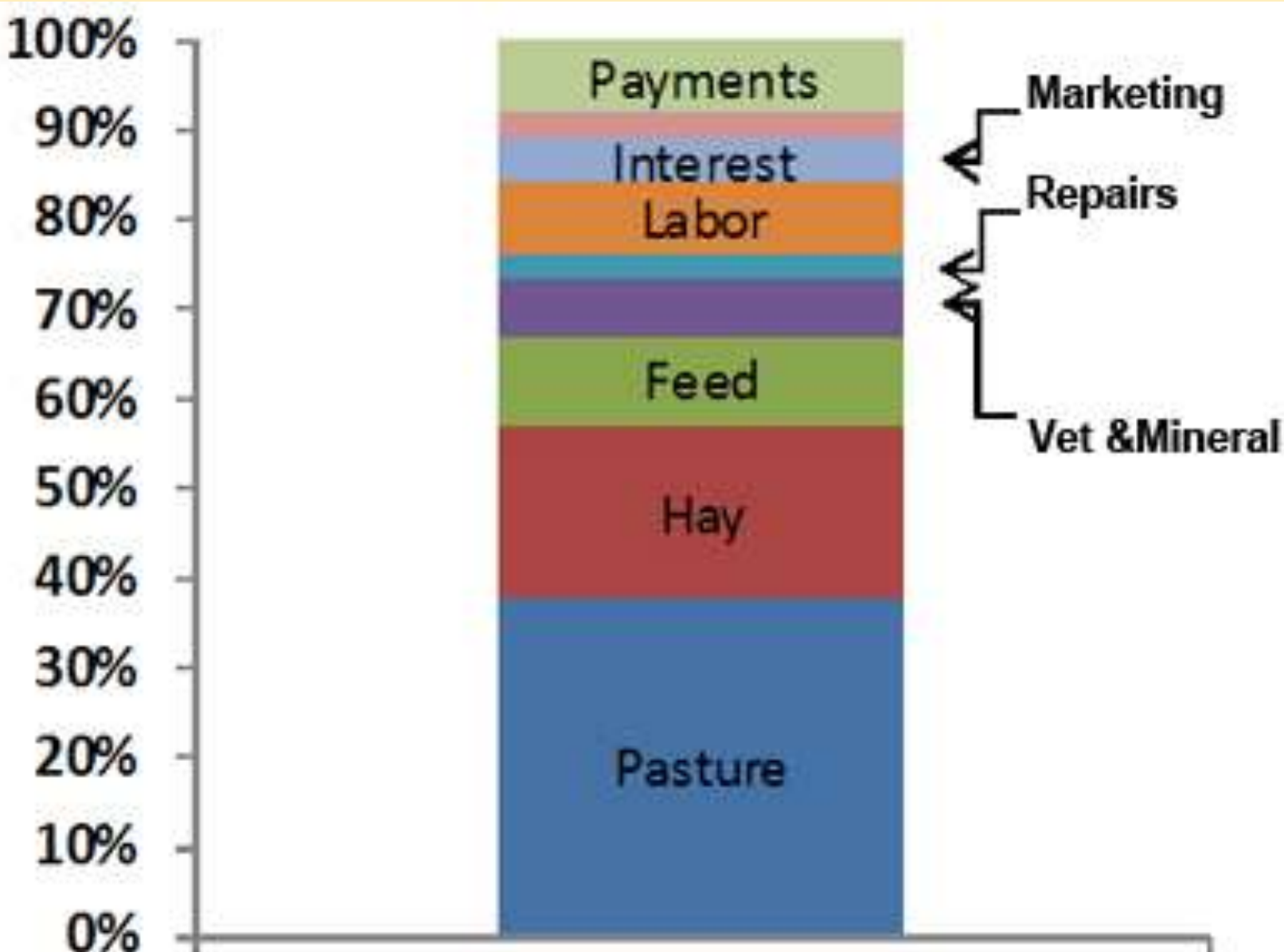


War

What are the largest threats to production and economic survival ?

PRIORITIES

- > Health
- > Reproduction
- > Low Unit Cost of Production
- > Financial Resilience



Annual Cow-cost

OVERHEAD

Things that rust, rot, depreciate

HIRE vs DIY?

BUY vs RENT?

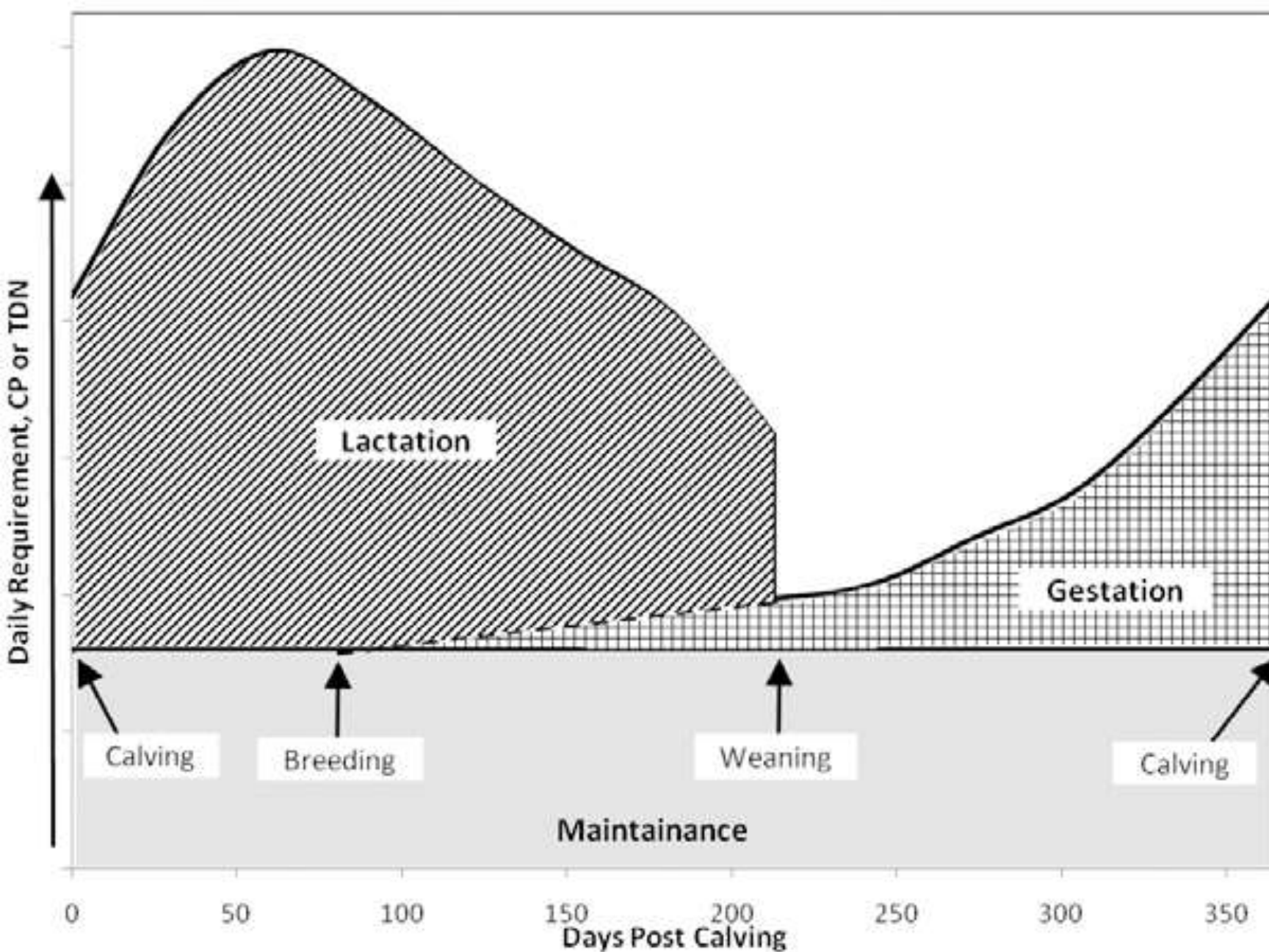
Time vs. Money

A RESILIENT COW HERD

is made up
of

Invisible Cows

- Stays Healthy
- Produces a marketable calf every year
- Maximizes grazing utilization
- Reduced supplementation
- No drama



Match
your feed
to your
production
cycle

- > Moderate frame size
- > Crossbred
- > Structurally Sound
- > Longevity
- > Moderate Milk
- > Moderate Growth
- > Calm (Bucolic)

Invisible cows may be sired by invisible bulls.

OR

If an invisible cow's dam is not invisible, an invisible bull may not be enough.



QUESTIONS
????????????????

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