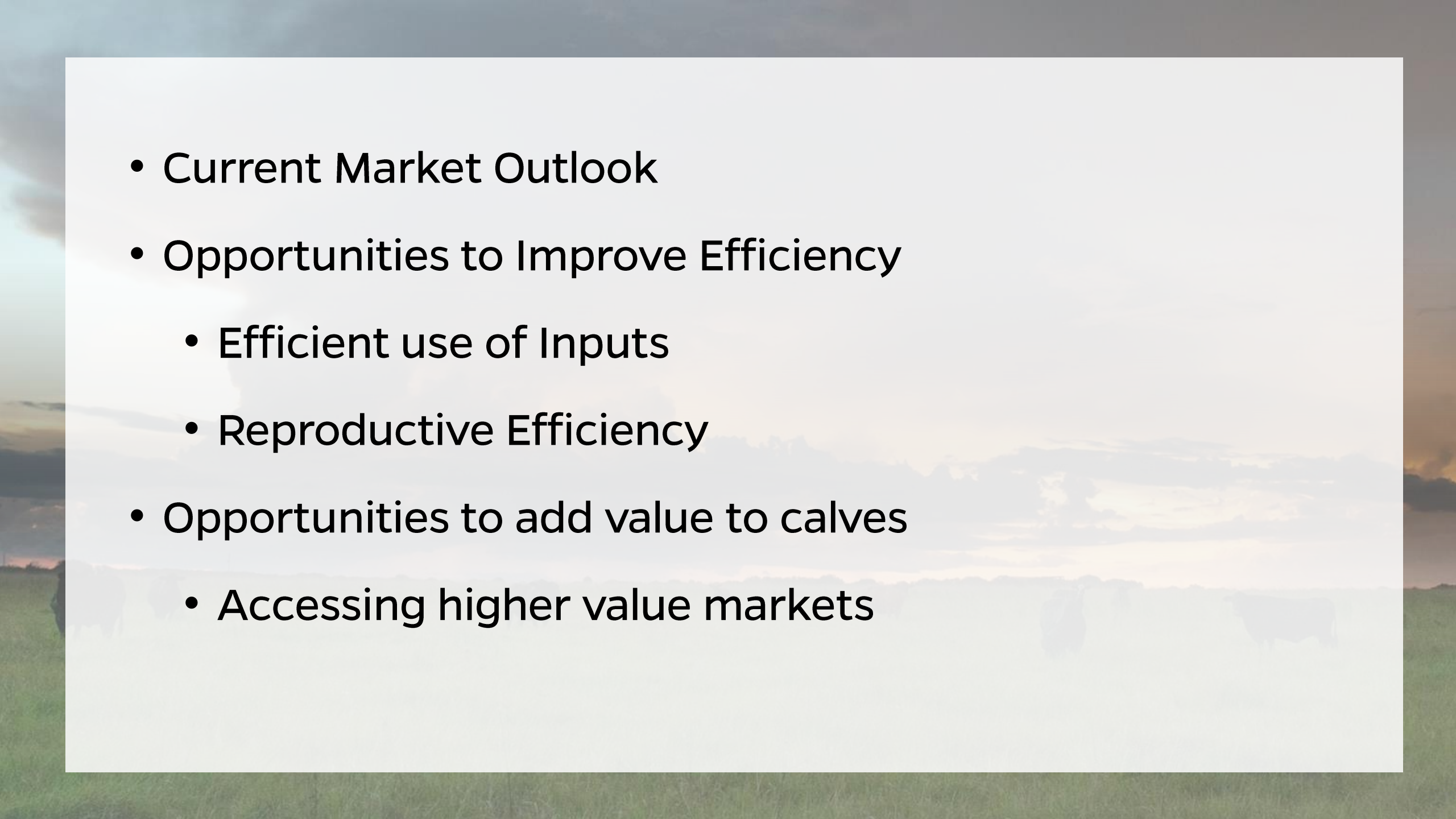


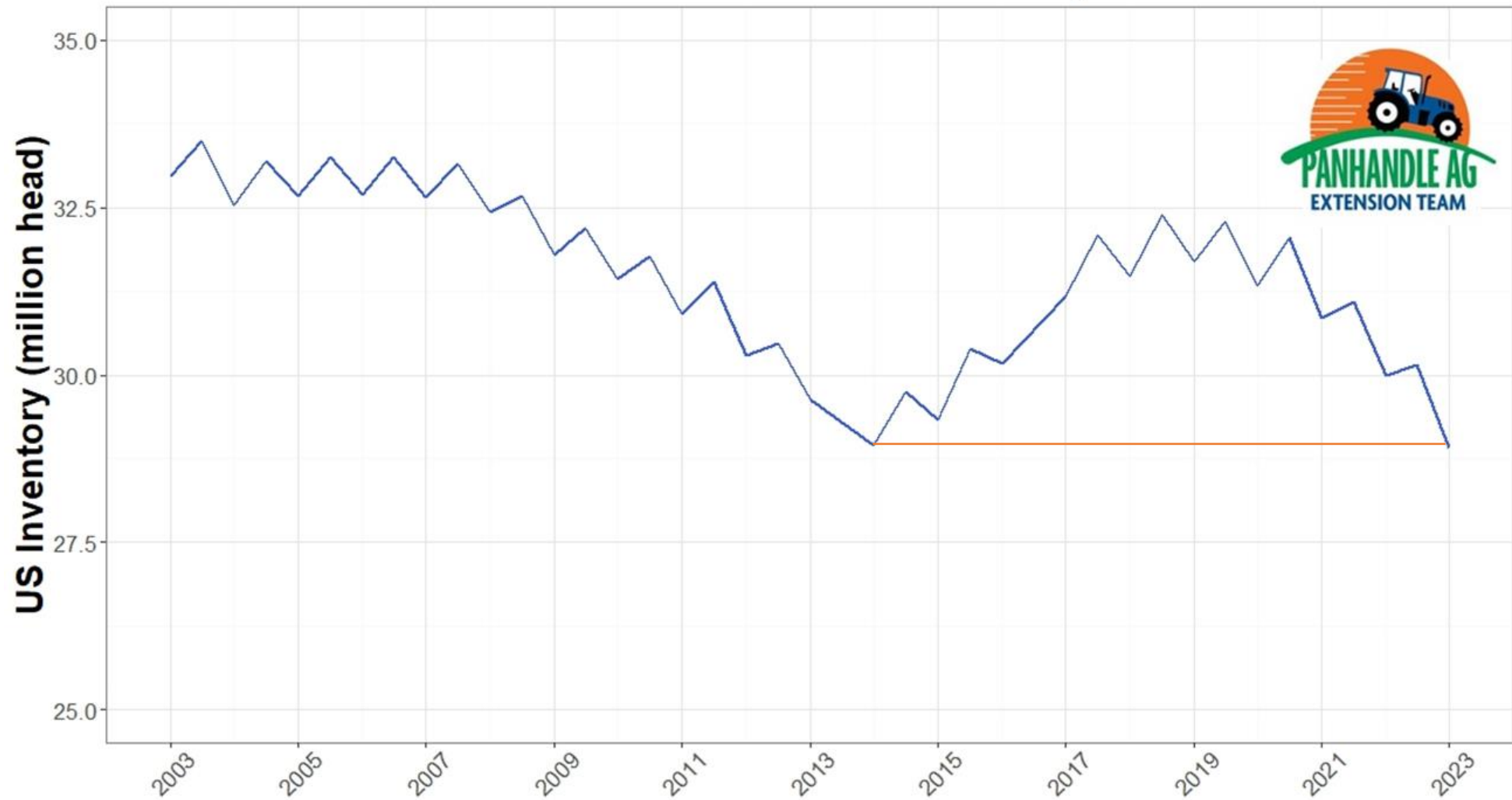
Opportunities to Increase Income From Your Herd in 2023

Kacey Aukema, Walton County Ag. Extension Agent

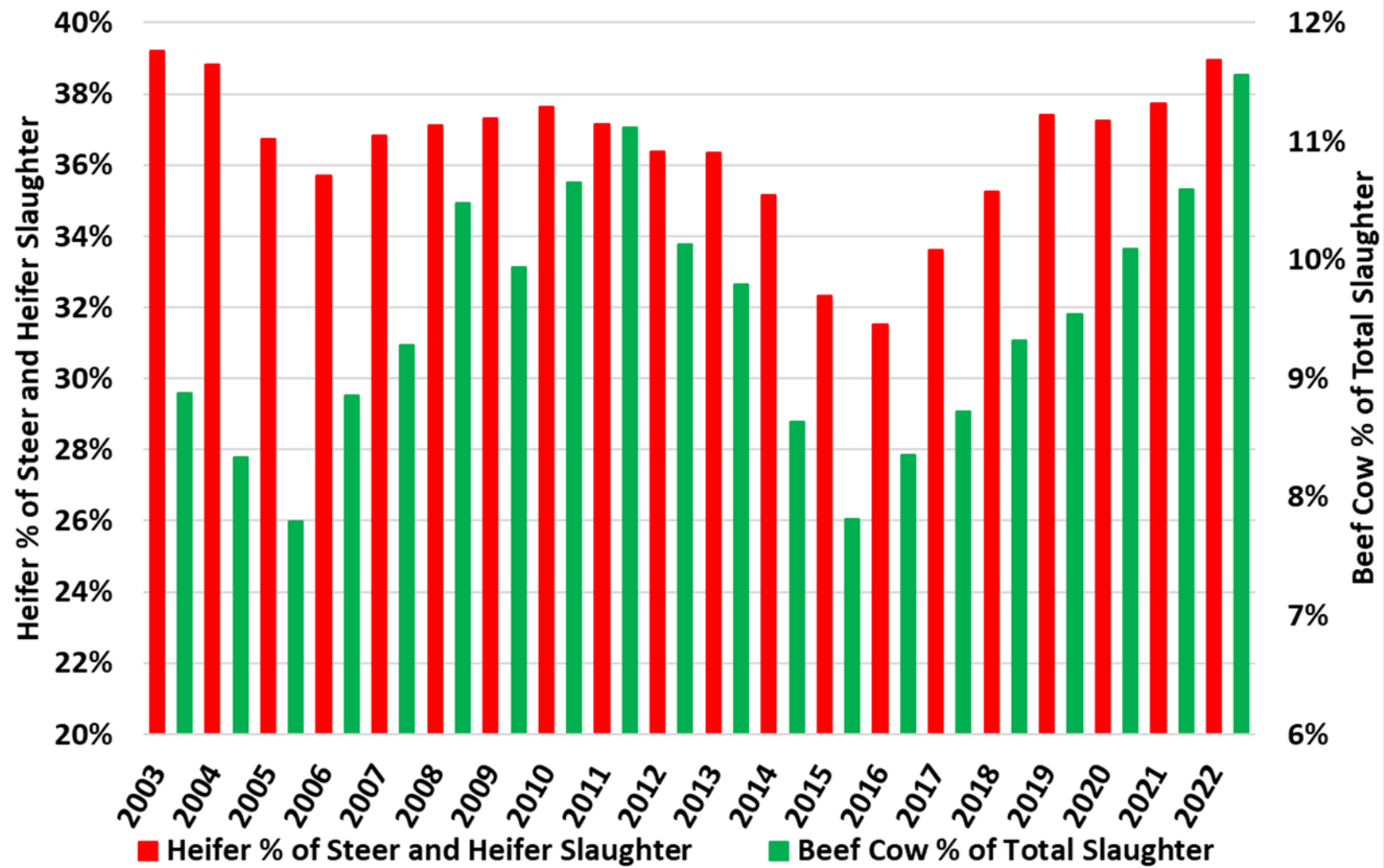


- 
- The background of the slide is a photograph of a sunset or sunrise over a green field. Several cows are visible in the field, and the sky is filled with soft, colorful clouds in shades of orange, yellow, and blue.
- Current Market Outlook
 - Opportunities to Improve Efficiency
 - Efficient use of Inputs
 - Reproductive Efficiency
 - Opportunities to add value to calves
 - Accessing higher value markets

US Beef Cow Inventory

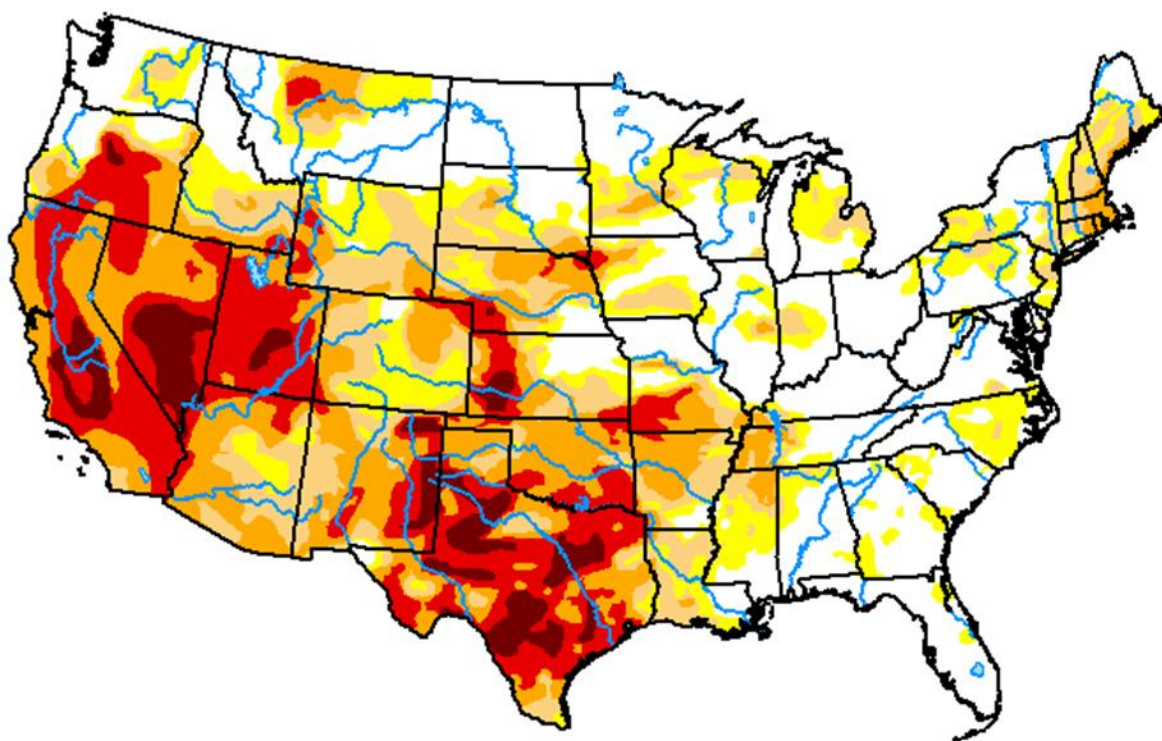


Heifer % of Steer&Heifer Slaughter, Beef Cow % of Total Slaughter

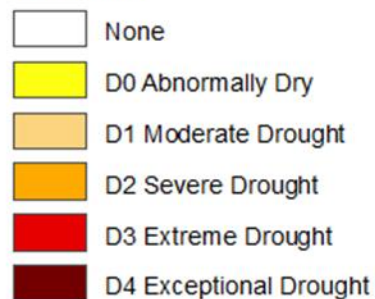


U.S. Drought Monitor
CONUS

August 2, 2022
(Released Thursday, Aug. 4, 2022)
Valid 8 a.m. EDT



Intensity:



The Drought Monitor focuses on broad-scale conditions. Local conditions may vary. For more information on the Drought Monitor, go to <https://droughtmonitor.unl.edu/About.aspx>

Author:

Curtis Riganti
National Drought Mitigation Center

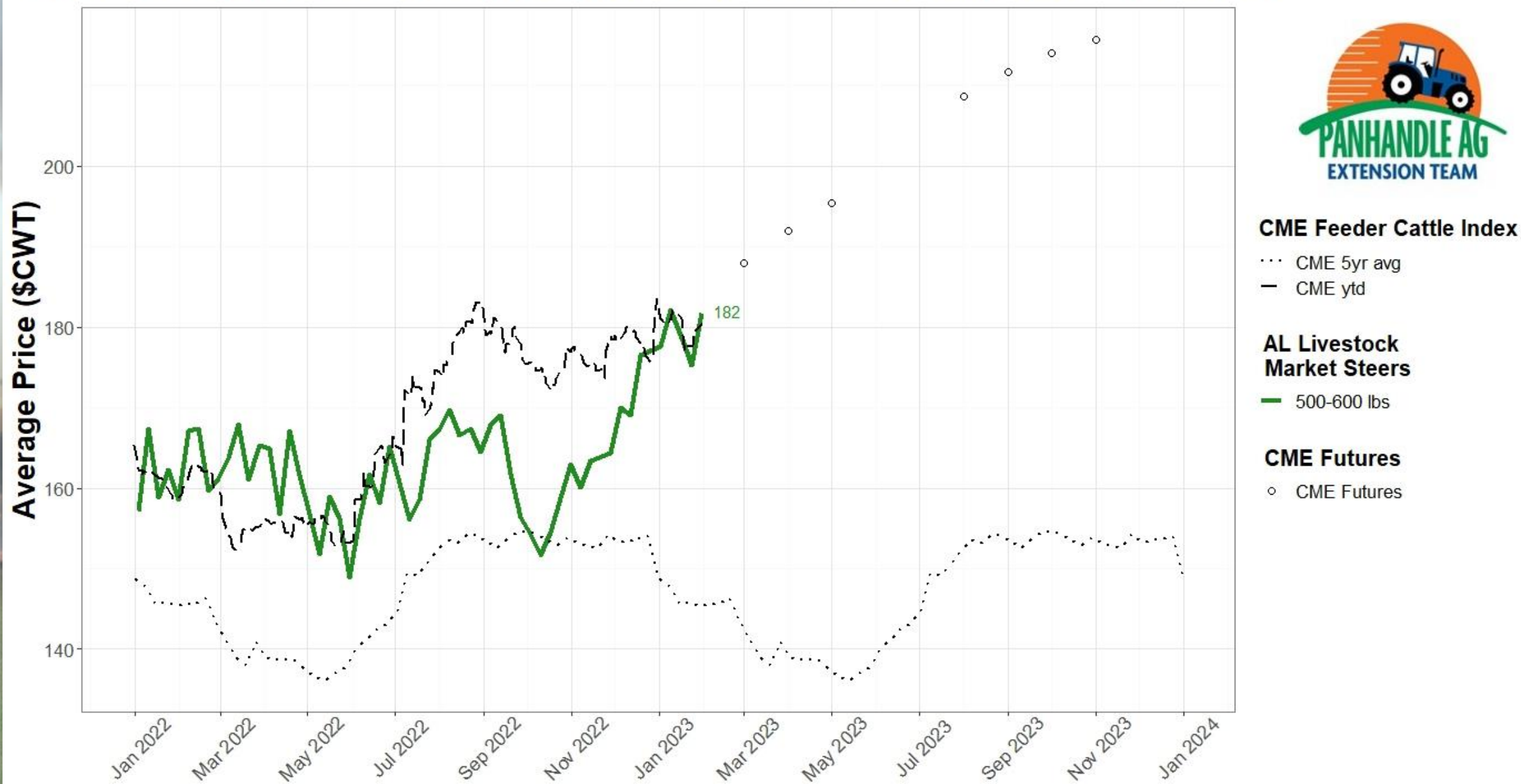


droughtmonitor.unl.edu

2014-2015 AL Steers and CME Feeder Cattle Index



2022-2023 AL Steers and CME Feeder Cattle Index + Futures



Input Cost Comparison

Spring 2014

Input†	Price
Fertilizer	\$/ton
Ammonium Nitrate	560
Urea	571
DAP	611
Fuel	\$/Gal
Diesel	3.96

†USDA Fertilizer Use & Price Report, US Energy Information Administration

January 2023

Input*	Price	Increase from 2014
Fertilizer	\$/ton	
Ammonium Nitrate	824	↑ 47%
Urea	868	↑ 52%
DAP	987	↑ 62%
Fuel	\$/Gal	
Diesel	4.58	↑ 16%

*USDA AMS Alabama Weekly Production Cost Report

USDA-FSA Loan Interest rates

Effective as of April 1, 2015

Program	Interest Rates
Farm Operating-Direct	2.375%
Farm Ownership- Direct	3.375%
Farm Ownership- Direct, Joint Financing	2.500%
Farm Ownership- Down Payment	1.500%
Emergency Loan- Amount of Actual Loss	3.375%
Conservation Loan	3.375%

Program	Interest Rates
Farm Operating- Direct	4.750%
Farm Operating - Microloan	4.750%
Farm Ownership - Direct	4.750%
Farm Ownership - Microloan	4.750%
Farm Ownership - Direct, Joint Financing	2.750%
Farm Ownership - Down Payment	1.500%
Emergency Loan - Amount of Actual Loss	3.750%
Effective as of February 1, 2023	

Input Use Efficiency

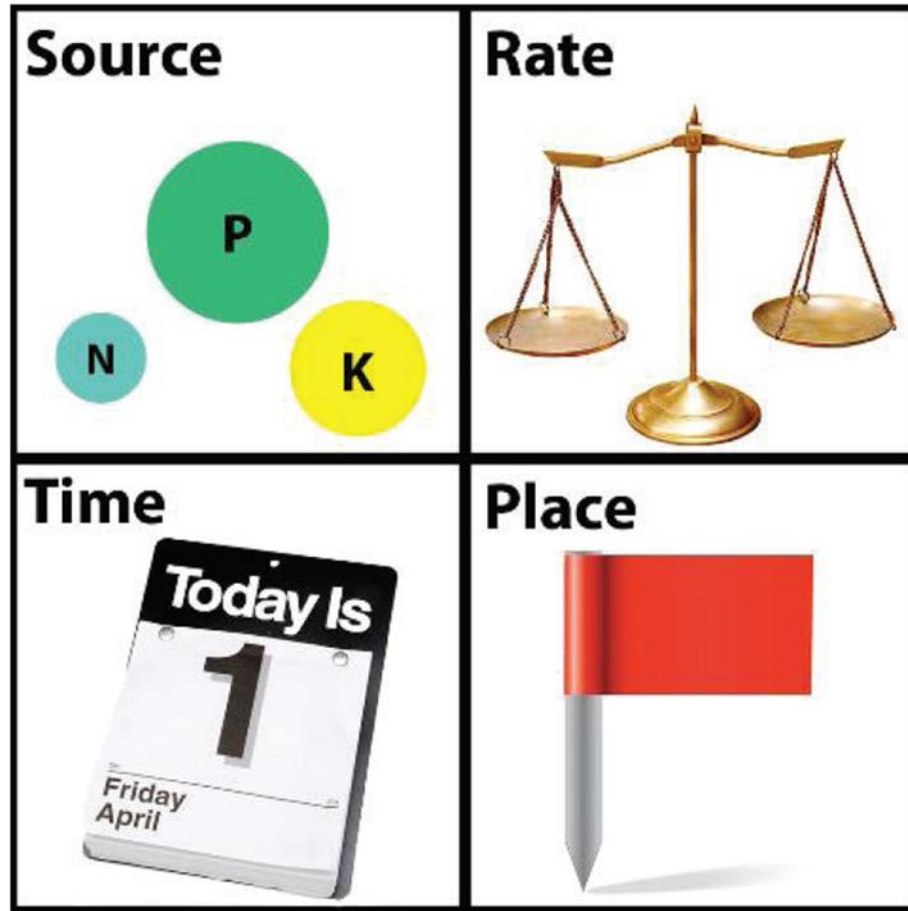
- In times of high input costs there is little room for error in regards to input spending
- What are some ways we can insure we are only applying what we need and getting it to where it needs to be?



Credit: Doug Mayo, Panhandle Ag News



4 Rs of Nutrient Stewardship



- the RIGHT fertilizer source is applied at
- the RIGHT rate at
- the RIGHT time, and in
- the RIGHT place for a crop.



Credit: Rate: suriyasilsakom/iStock/thinkstock.com; Time: Creatas Images/Creatas/thinkstock.com;
Place: rashadashurov/iStock/Thinkstock.com

Input Use Efficiency

- Working towards input use efficiency includes chemical inputs like herbicides
- When is the last time you calibrated the sprayer?
 - Checked nozzles?
- Timely application
 - \$ Spent on chemical will go farther when the weeds are a few inches tall vs. 1.5'



Credit: Jennifer Bearden, Panhandle Ag News

Reproductive Efficiency




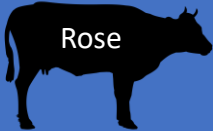
- What are characteristics of a reproductively efficient cow?
- Efficient cows calve at 12-month intervals, using pasture and feed resources efficiently
- Reproductively efficient herd
- Tighter calving seasons, from management of controlled breeding seasons, estrous synchronization protocols, and/or AI result in more homogenous calf crops
- Lots of consistent calves generally have access to better market prices \$



Credit: Doug Mayo, Panhandle ag News

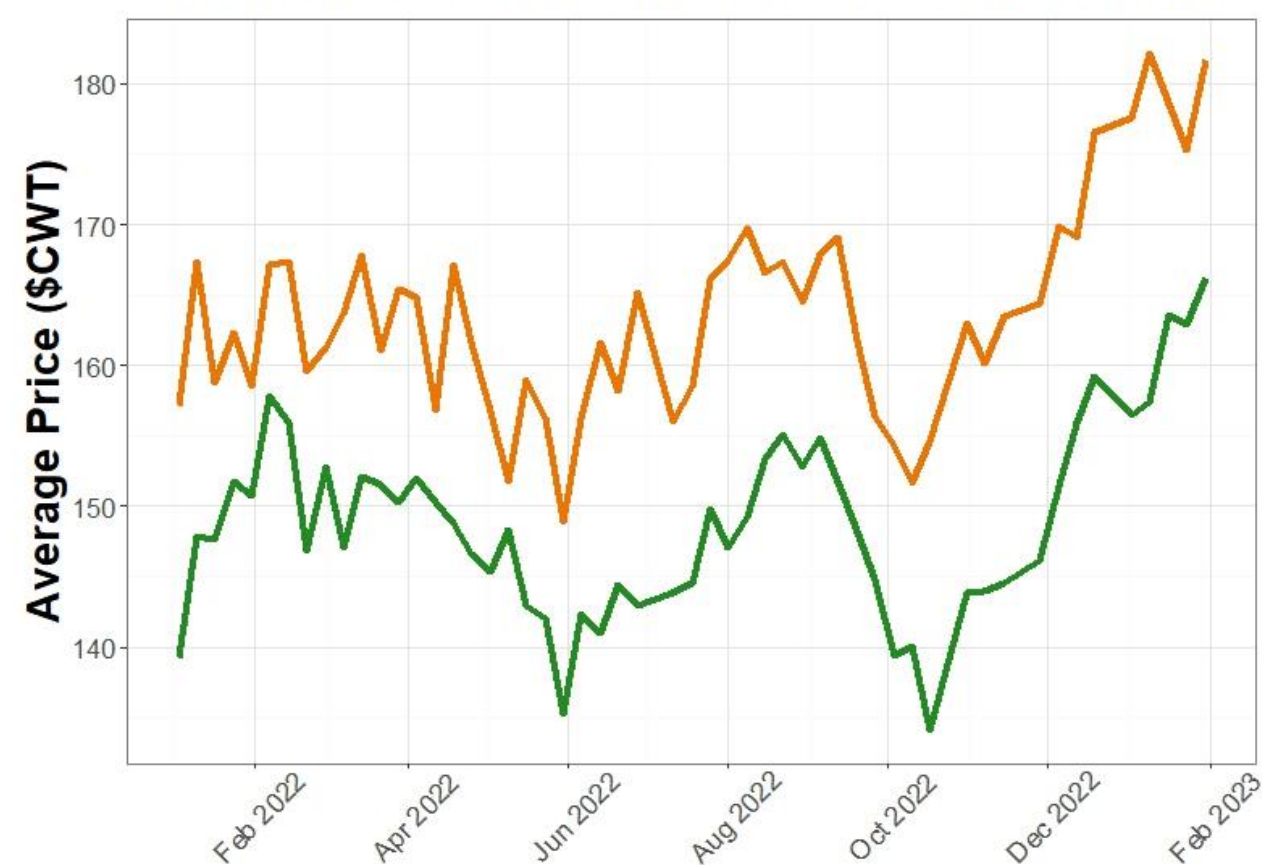
Dr. Angela Gonella’s “Golden Girls” Example

Assume \$660 per year per cow feeding costs or \$55/month

	Calving Interval ↓	Feeding costs to produce 1 calf	Value of 1, 550lb calf marketed @ \$1.80/lb	Difference
 Dorothy	12 Months	\$660	\$990	\$330
 Blanche	13 Months	\$715	\$990	\$275
 Sophia	14 Months	\$770	\$990	\$220
 Rose	15 Months	\$825	\$990	\$165

What is the Cost of Not Castrating?

2022-2023 AL Bull Calves Vs. Steers



AL Livestock Market
Calves (500-600lbs)

— Bulls
— Steers

2022-current Avg price (500-600lbs)

Bull calves	Castrated Calves	Difference
\$149/cwt	\$164/cwt	\$-15/cwt

Price Difference at Recent Prices

	Weight (lbs)	Price (\$/cwt)	Price (\$/head)
Steer	550	182	1,001
Bull calf	550	167	918.50
	Difference	-15	-82.50

What is the Premium Paid for Cattle Marketed in Board Sales?

Cattle Price Slide AL Weekly Auctions vs. Board Sales

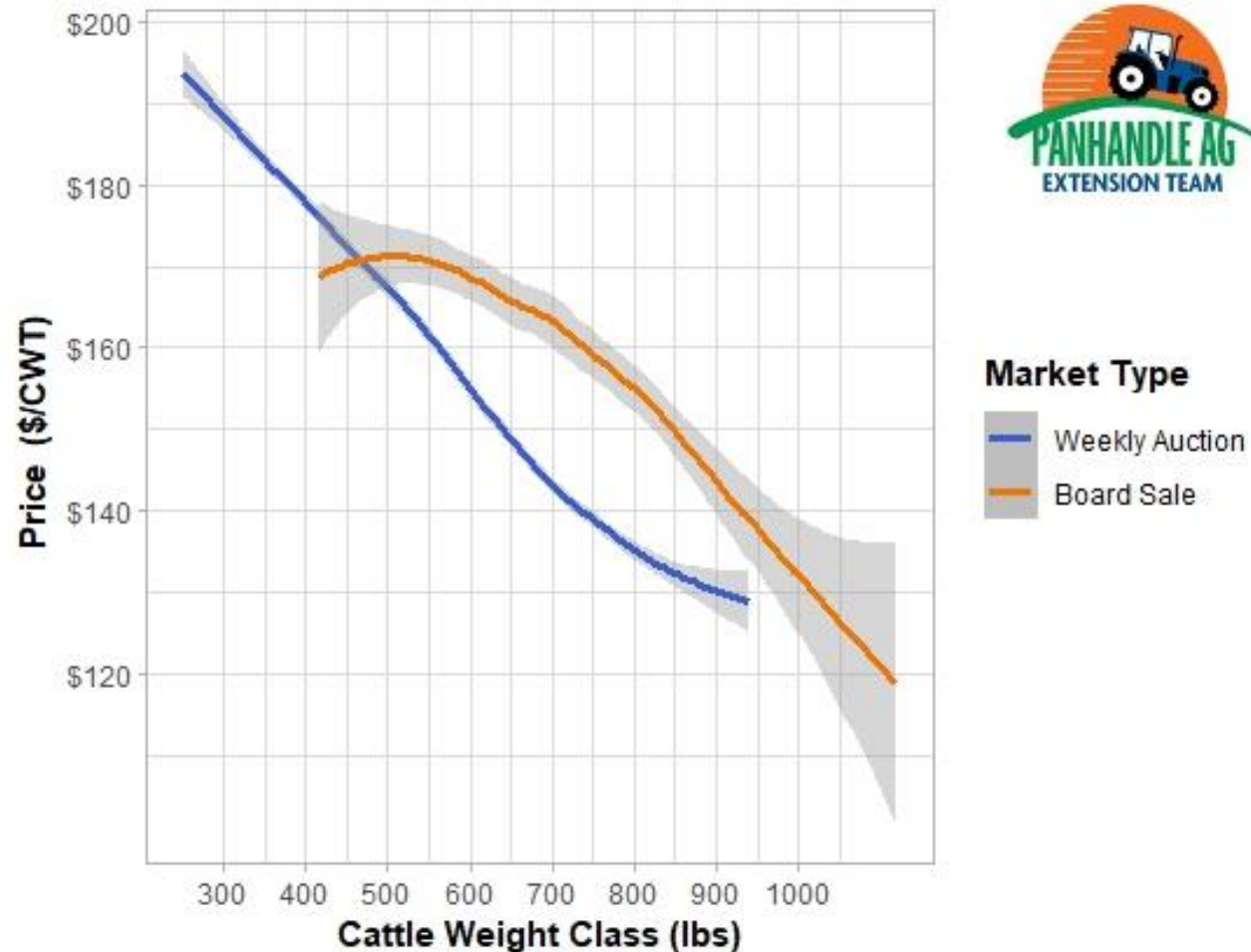


Table 1. 2022 Avg. Price Discount for AL Salebarn Cattle vs. Board Sales

Weight Class	Price Difference (\$/CWT)
600	-9
700	-15
800	-13

- Current Market Outlook predicts relative highs in the near future, but. . .
- What can we do to work towards using/applying inputs more efficiently?
- What can we do to improve the reproductive efficiency of our herd?
- What steps could be taken to add values to calves or access higher value markets?

THANKS!

kdaukema@ufl.edu

All Cattle Market Data Sourced From USDA Agriculture Marketing Service, Primarily Alabama Livestock Market News

Reproductive Efficiency slides credited to NFREC Repro physiologist Dr. Angela Gonella

