



- October 26-28 - Mississippi State University Artificial Insemination School, MSU
- October 26— Cattlemen's College, Brookhaven
- October 27 — Cattlemen's College, Batesville
- November 3—Fall BCIA Educational and Board Meeting, Raymond
- November 4—Fall BCIA Bull and Heifer Sale, Raymond
- November 9—BQA Training—Jones County
- December 1-3— Mississippi Beef Expo, Jackson
- December 7-8—Grassfed Beef Conference, Purvis

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M I S S I S S I P P I

BCIA

BEEF CATTLE IMPROVEMENT ASSOCIATION

**\*\*\*New Sale Date\*\*\* BCIA SALE SATURDAY 11/4**

**F**or as long as I can remember, September has been synonymous with calving season. As a relatively new father, sharing new calves with my son has been pretty cool. A couple weekends ago, my dad and I took Reason out to check cows and saw several new calves. His eyes lit up when he got to pet one. If Reason choses to go back to the farm, he'll be part of the 5th generation of my family to raise cattle in North Alabama.

Over the next twenty years the beef industry will change tremendously. Investments in our education and genetics today are good investments. As we know, improvements in our genetics, forages, and management will be drivers of profitability, but we'll need to remain efficient with our expenses. From the State Fair to AI School and Cattlemen's Colleges our fall is shaping up to be great!

**Class is in Session**

Mississippi cattlemen and women won't want to miss this year's Mississippi Cattlemen's College, to be held Thursday, October 26 Brookhaven and Friday, October 27 Batesville. The event, which is sponsored in part by Zoetis, will

feature speakers and sessions encompassing a variety of topics important to farm and ranch owners and managers. For more information on the Cattlemen's Colleges visit [www.msbeef.org](http://www.msbeef.org).

**AI School Continues**

For several years, Mississippi State University Extension Service has hosted a biannual Artificial Insemination School. This three day, 2 night learning opportunity offers producers the chance to learn AI techniques through interactive classroom sessions and hands-on, practical experience. The fall 2017 school will take place October 26-28 in Starkville. While the fall class is at capacity, there are spots available for the Spring 2018.

**Fall BCIA Sale Info**

The 2017 Fall BCIA Bull Sale will be held on Saturday November 4, 2017 at the Hinds Community College Arena in Raymond. We still have a little room to accept a few more nominations. The form can be found at [extension.msstate.edu/beef](http://extension.msstate.edu/beef). If you have animals that fit the criteria, and are interested in consigning, please contact us ASAP and let us know. Catalog deadline is October 3rd.

## Have a Plan.

### Farm management specialist offer young producers tips for financial planning.

by Troy Smith, field editor—Angus Media

MANHATTAN, Kan. (June 15, 2016) — “Failing to plan is planning to fail.” That adage is often attributed to Alan Lakein, a writer of books about time management. Yet former British Prime Minister Winston Churchill and U.S. Founding Father Benjamin Franklin each have been credited with quotes consisting of only slightly different wordings. Regardless of its origin, the maxim is one that farm management specialist Curt Lacy uses to advise young, beginning cattle producers to heed.

Lacy, a Mississippi State University Extension professor of agricultural economics, talked during the Young Producer Symposium in Athens, Ga., about the importance of having a business plan. The program targeting aspiring beef cattle producers was hosted in conjunction with the Beef Improvement Federation annual convention May 31-June 3.

“A business plan has two purposes,” stated Lacy. “It states what you want to do, so it guides your management team in making decisions to meet specific objectives and goals. It also helps you get the money to do it, by demonstrating to a lender that the business is feasible.”

Before sitting down to prepare a business plan, Lacy advised his audience to consider certain basic truths about business economics and financing. To begin with, anyone producing for a commodity market must understand that, long-term, the price of a commodity will be approximately equal to the average cost of its production.

“That’s why there’s an advantage in being able to do it cheaper — to be a low-cost producer,” explained Lacy.

A second basic truth is that, usually, there are significant reasons why others are not engaged in certain kinds of enterprises. When considering a start-up business that serves a niche market with little competition, Lacy advises would-be entrepreneurs to find out why so few others are doing it.

Thirdly, Lacy told listeners that any enterprise can be profitable if the price received for the product is high enough. But what price will the market support?

Next, Lacy reminded his audience that the best marketing plan begins with a thorough understanding of the cost of production. Producers must know all of their costs in order to determine if the business is profitable.

Lastly, Lacy reminded young producers that lenders really do consider the reputation and character of loan applicants. Many times, the decision to approve or deny a loan hinges as much on the person as his or her plan. However, that does not discount the importance of a business plan.

“Most lenders want to know two things: How much do you want? Can you pay it back?” said Lacy, emphasizing that the plan should show that the proposed business will make money

and the loan can be repaid.

While the components of a business plan can vary, Lacy said a complete plan must contain the following: a business description including mission statement, objectives and goals, a production plan explaining what and how a marketable product will be produced, a financial plan illustrating that the business can make money long-term, a marketing plan and a risk management plan.

#### The Three Ps

Lacy advised the audience to remember “The Three Ps” of financial sustainability: The first “P” stands for profitability over the long run. The second “P” stands for payments. Can you maintain cash flow and pay bills in timely fashion? The third “P” represents position or solvency. Is your financial position improving over time, as indicated by a declining debt-to-asset ratio?

Lacy emphasized a smart approach to determining profitability, which starts with the inclusion of all costs. Along with operating expenses such as feed, seed, fertilizer and machine repairs, fixed costs like interest and depreciation, and labor, costs associated with management must be included. While figuring total costs on the basis of dollars per cow may be useful for some things, calculation on the basis of dollars per unit of product sold is necessary to determine profitability.

“Cattlemen sell pounds, and they need to know what it costs to produce a pound sold,” said Lacy.

#### Financing options

Discussing options for obtaining financing, Lacy said the conventional way is through commercial banks or the Farm Credit system, but the USDA Farm Service Agency and certain state agencies also provide options that may be advantageous to young producers. He also noted lease-purchase and share-rental agreements as potential avenues to establishment of new cattle operations.

For those determined not to fail for lack of a plan, but in need of help, Lacy recommended a University of Minnesota website dubbed AgPlan. Created by the University’s Center for Farm Financial Management, the site’s sole purpose is to aid rural businesses with business plan development. Lacy suggested that interested parties try one of AgPlan’s business plan “templates.” Users are guided step-by-step through the process of developing each of the important parts of a business plan. The website also directs users to additional resources. Connect to the site at [www.agplan.umn.edu](http://www.agplan.umn.edu).

*This article is reprinted with permission from [www.BIFconference.com](http://www.BIFconference.com), the Angus Media’s online coverage site of the 2016 Beef Improvement Federation Research Symposium and Annual Meeting.”*



# Mississippi

**BEEF CATTLE IMPROVEMENT ASSOCIATION**

## Fall Bull & Heifer Sale

**NOON – SATURDAY  
NOVEMBER 4, 2017  
RAYMOND, MISSISSIPPI**

*Featuring* **PROVEN GENETICS**  
*with* **DOCUMENTED PERFORMANCE**  
*from Mississippi's* **TOP PRODUCERS!**

**DATE: SATURDAY, NOVEMBER 4<sup>TH</sup>  
TIME: NOON  
WHERE: HINDS COMMUNITY COLLEGE  
– RAYMOND, MS.**

**SALE FEATURES INCLUDE:  
--- BULLS MANY BREEDS REPRESENTED---  
---ELITE BRED HEIFERS---  
---REGISTERED OPEN HEIFERS---**

**MAKE PLANS TO JOIN US FOR DINNER  
& MEETING AT 6:30 P.M. ON FRIDAY,  
NOVEMBER 3<sup>RD</sup> IN THE SALES ARENA.  
PLEASE R.S.V.P. TO  
COBIE.RUTHERFORD@MSSTATE.EDU.**

**VISIT [EXTENSION.MSSTATE.EDU/BEEF](http://EXTENSION.MSSTATE.EDU/BEEF)  
FOR MORE INFORMATION ON SALE  
CRITERIA, TO VIEW THE CATALOG  
AND FIND CONSIGNOR INFORMATION.**



**FOR MORE INFORMATION OR TO RECEIVE CATALOG, CONTACT:  
DR. BRANDI KARISCH - (662) 325-7465 - BRANDI.KARISCH@MSSTATE.EDU  
COBIE RUTHERFORD - (662) 325-4344 - COBIE.RUTHERFORD@MSSTATE.EDU**



# September 2017 – Management Calendar

## GENERAL

Determine winter supplementation needs based on forage situation. Plan winter grazing and feeding programs evaluating cool-season pasture options and by-product commodity alternatives. Watch commodity prices, and purchase supplemental feed for winter as appropriate. Take inventory of hay, and forage test each hay cutting if not already tested. Store hay to minimize storage losses and allow matching of forage test results with individual lots of hay for use in hay feeding and supplementation decisions. Graze or clip pastures closely where winter annuals will be overseeded before planting. Watch for armyworms, and plant and fertilize cool-season forages. Apply lime as needed. Keep proper free-choice minerals, adequate shade, and clean water available for cattle at all times, and check mineral and water supplies often. Remove fly tags as they become ineffective. Maintain a complete herd health program in consultation with a veterinarian including internal and external parasite control and vaccinations. Continue good production and financial record keeping.

## SPRING CALVING—January, February, March

Pregnancy check herd females 60 to 90 days after the end of the breeding season and identify and cull less productive or problem cattle. Wean calves based on market and

pasture conditions using weaning strategies that minimize calf stress. Implement a nutritional program to get thin cows in proper body condition before next calving. Weigh calves and calculate adjusted weaning weights and ratios. Assess weaning percentage (calves weaned/cows exposed to breeding) and cow efficiency (calf weight/cow weight). Identify and cull bulls that have sired calf groups that are well below the herd average for growth performance and carcass traits. Seedstock producers should send weaning records to breed associations for processing. Implement calf preconditioning, marketing, or retained ownership plans as appropriate considering seasonal price risks and breakevens on calves.

## FALL CALVING—October, November, December

Prepare for fall calving separating the cow herd into calving and nutritional management groups. Cows need to be in moderately good condition prior to calving. Assemble calving supplies including calf identification tags and obstetric equipment. Move fall-calving heifers and cows close to handling facilities and observe cattle frequently. After calving, plan to move cow-calf pairs to clean pasture. Consult with a veterinarian for scheduling pre-breeding vaccination needs. Weigh yearling cattle and calculate adjusted weights and ratios. Prepare for herd sire selection and procurement considering the November BCIA bull sale as a source of bulls with performance information.

## Contact Information:

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**MISSISSIPPI STATE UNIVERSITY™  
EXTENSION**

We are an equal opportunity employer, and all qualified applicants will receive consideration for employment without regard to race, color, religion, sex, national origin, disability status, protected veteran status, or any other characteristic protected by law.

## Membership Application

Name: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_

County: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ Email: \_\_\_\_\_

(Check one) Seedstock:  Commercial:

Cattle breed(s): \_\_\_\_\_

*Completed applications and \$5 annual dues or \$100 lifetime dues payable to Mississippi BCIA should be mailed to:*

*Mississippi Beef Cattle Improvement Association  
Box 9815, Mississippi State, MS 39762*