

# Okeechobee Livestock Letter

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## UP COMING EVENTS

<b>December</b>		
3-4	FCA Board of Directors' Meeting	Melbourne
9-12	Master Hoof Care Technician Training Program	Gainesville
<b>January</b>		
14-15	Florida Ruminant Nutrition Symposium	Gainesville
21	<a href="#">Florida Cattlemen's Institute</a>	Kissimmee

## **The Florida Dairy Industry at a Glance - Dairy Business Analysis Summary 1995-97 -**

Table 1 lists descriptive information from DBAP dairies from 1995-1997. The first observation from this table is the increase in number of dairies from 11 in 1995 and 18 in 1996 to 27 in 1997. Accompanying the change in sample size was a variation in the types of dairy in the sample. As evident from Table 1, the average number of cows varied from 1,914, 1,048, and 1,502 total cows for 1995, 1996, and 1997 respectively. The number of heifers also varied substantially between years. Milk sold per cow dramatically increased in 1997 from previous years to an average of 17,014 pounds. All of these changes were due to differences in the sample and do not necessarily reflect dramatic changes for individual dairies.

Also apparent from Table 1 were differences in both revenues and expenses between years. The variation in milk price from 1995-1997 is evident as the 1997 average of \$16.87 per cwt. milk sold was \$1.32 below the \$18.19 price measured in 1996. Cow sales also decreased in 1997 to \$0.79 per cwt. milk sold from \$1.05 in 1996. Crop revenue increased to \$0.17 per cwt. milk sold from \$0.05 in 1996, mainly due to an increase in inventory for these farms. All of these factors drove total revenues in 1997 to \$18.31 per cwt. milk sold, down

\$1.62 from 1996.

On the expense side, several differences were measured between years.

Purchased feed expense decreased to \$8.37 per cwt. milk sold, down from \$8.62 in 1996 and above the \$7.41 in 1995. Livestock and depreciation expenses were also down although this may be due to differences in the dairies sampled. Purchased feed expense decreased to \$8.37 per cwt. milk sold, down from \$8.62 in 1996 and above the \$7.41 in 1995. Livestock and depreciation expenses were also down although this may be due to differences in the dairies sampled.

Personnel, crops, machinery, milk marketing and real estate expenses all increased from 1996, reflecting different dairies in the sample and is substantial considering the large increase in pounds milk sold per cow from 1996 to 1997. Depreciation expense decreased to \$0.63 per cwt. milk sold from \$0.73 in 1996. These changes drove total expenses to \$18.02 per cwt. milk sold, \$0.23 higher than in 1996.

The differences in both revenues and expenses drove net farm income from operations to \$0.29 per cwt. milk sold, down substantially from \$2.14 in 1996. While it is clear that differences in milk price between years was a large factor in determining differences in net farm income from operations, it was not clear how differences in the sample affected profits across years.

## **Selected statistics from participating dairies for 1995, 1996, and 1997.**

	<b>1995</b>	<b>1996</b>	<b>1997</b>
<b>Number of dairies</b>	11	18	27
<b>Number of cows</b>	1,914	1,048	1,502
<b>Number of heifers</b>	1,238	508	883
<b>Milk sold per cow (pounds)</b>	15,853	15,887	17,014
<b>Revenues (per cwt. milk sold)</b>			
<b>Milk sales</b>	15.51	18.19	16.87
<b>Cow sales</b>	0.75	1.05	0.79
<b>Calf sales</b>	0.18	0.31	0.11
<b>Other Livestock</b>	0.04	0.09	0.08
<b>Crops</b>	0.26	0.05	0.17
<b>Government receipts</b>	0.01	0.04	0.03

<b>Custom work</b>	0.00	0.07	0.04
<b>Other receipts</b>	0.29	0.13	0.21
<b>Total revenues</b>	<b>17.03</b>	<b>19.93</b>	<b>18.31</b>
<b>Expenses (per cwt. milk sold)</b>			
<b>Personnel</b>	2.79	2.38	2.45
<b>Purchased feed</b>	7.41	8.62	8.37
<b>Crops</b>	0.31	0.24	0.33
<b>Machinery</b>	0.79	0.70	0.86
<b>Livestock</b>	2.08	2.51	2.44
<b>Marketing</b>	1.32	0.94	1.06
<b>Real estate</b>	0.48	0.44	0.50
<b>Other</b>	1.63	1.22	1.39
<b>Depreciation</b>	1.71	0.73	0.63
<b>Total Expenses</b>	<b>18.51</b>	<b>17.79</b>	<b>18.02</b>
<b>Net farm income from operations</b> <sup>1</sup> (per cwt. milk sold)	<b>-1.48</b>	<b>2.14</b>	<b>0.29</b>
<b><sup>1</sup> Net farm income from operations is defined as accrual adjusted revenues minus accrual adjusted expenses. This represents the return to unpaid labor, management and capital.</b>			

## - Master Hoof Care Training -

This training is specifically designed for working employees or other interested in bovine hoof care. Its purpose is to train individuals in basic and advanced foot care and claw trimming procedures. Part 1 requires participation in a four day course in Gainesville. Part 2 is completed over a 3-6 month period at your dairy where you practice techniques learned in the course. Persons that successfully complete parts 1 & 2 are eligible to take a test that, if passed, qualifies one as a "Master Hoof Care Technician."

Enrollment is limited so that personalized instruction and hands-on training can be provide. Acceptance is on a first come, first served basis. Registration fee is \$450 and includes educational materials, some meals and some travel costs. Preregistration is required. If you are interested, contact Dave Bray at (352) 392 - 5594. You should have recived a flyer from Dave with schedule and program details. We have one copy at the office if you need one, we can make copies. Let Pat know.

## - FCA Quality Replacement Heifer Sale Results -

The 4th Annual Florida Cattlemen's Association Quality Replacement Heifer Sale was held on October 12th at the Arcadia State livestock Market after being postponed on September 25th due to Hurricane Mitch. 285 heifers were sold. Heavy breeds averaged \$673, Light breeds averaged \$618, and Opens averaged \$382.92. High selling lots sold for \$800 (heavy bred) and were consigned by Schroeder Manatee Ranch, Bradenton and Williamson Cattle Company, Okeechobee.

## - Florida Cattlemen's Institute & Allied Trade Show -

Florida cattlemen are fortunate to have one of the premier industry trade shows right in their own backyard! The Florida Cattlemen's Institute & Allied Trade Show has been providing cattlemen cutting edge industry information and a comprehensive trade show for 15 years. Over the past several years' average attendance has risen to over 700. The 16th annual Florida Cattlemen's Institute & Allied trade Show is planned for January 21, 1999 at the Kissimmee Valley Agricultural Center on: Hwy 192 East in Kissimmee. This year's theme is the "Controlling the Costs of Production Through Better Management."

The trade show will open at 8:00 AM, followed by welcome address by Dr. Mike Martin, the new Vice-President for Agriculture and Natural Resources at the University of Florida's Institute of Food and Agricultural Sciences (IFAS). Prior to coming to Florida, Dr. Martin was the dean of the University of Minnesota's College of Agricultural, Food and Environmental Sciences. This will be followed by a presentation by Dr. Harlan Ritchie, Michigan State University, on *Emerging Trends in the Animal Industry*. Florida's IRM Coordinator, J. Willard Lemaster, will lead a discussion on *What are the Costs of Production in a Forage-Based System* based on the Standardized Performance Analysis (SPA) national database. Another trade show break will follow Mr. Lemaster discussion.

Our featured speaker, Mr. Allan Nation, editor of The Stockman Grass Farmer, Ridgeland, Mississippi, will talk on *Harvesting Sunshine to Lower Production Costs*. Mr. Nation's magazine focuses on grass-based farming and grazing management systems. A producer panel of Chris Hardee, Hardee Farms, Chiefland, FL; Wes Williamson, Williamson Cattle Company, Okeechobee, FL; and Pat Pfeil, Carlton 2x4 Ranch, Arcadia, FL will give a response to the previous speakers presentations and give their perspectives on managing costs of production.

A free barbeque lunch is provided by the trade show exhibitors for all who attend. After lunch, *Genetic considerations to Lower Production Costs* will be presented by Dr. Sally Dolezal, Oklahoma State University. Other updates will be presented on the *Preliminary Results of the Trichomoniasis and Risk Factors Survey*, *Computer Programs for Improving the Bottom Line and Timing for Liver Fluke Control*. A drawing for a free registration to the Florida Cattlemen's Association Convention in Marco Island will follow the formal program of the Institute.

One unique feature of the trade show has been the addition of live animal exhibits by several of Florida's purebred cattle breeders. This year, we hope to expand our display of cattle to give the Florida cattlemen greater opportunity to select the genetics needed to reach his production goals. Purebred producers who may be interested in displaying cattle at the Institute should call Doug Mayo, (941) 533-0765, for more information. Potential trade show exhibitors should call Dr. Mike Fanning, (941) 658-3413, or Terry Weaver, (941) 465-5856, for registration information.

We hope that all Florida cattlemen will take the opportunity to attend Florida's premier cattle industry trade show on January 21, 1999. For more information on the Florida Cattlemen's Institute & Allied Trade Show, contact Mark Kistler, (941) 763-6469 or see the enclosed brochure.

## **- Pasture Renovation -**

Pasture renovation has been defined as "the improvement of a pasture by partial or complete destruction of the sod, plus liming, fertilizing, weed control, and seeding as may be required to establish desirable plants." In Florida, our pasture renovation programs usually start in the fall with the plowing and planting of a cool season annual pasture such as ryegrass, small grain, clover, or a combination of these. The permanent pasture grass is planted the next year at the beginning of or during the summer rainy season.

The plowing or primary tillage done in the fall allows the cool season forage crop to be planted on a clean, tilled seed bed which usually means more and earlier production as compared to over seeding on a sod. Tillage in the fall and again after the cool season forage has stopped growing (May) provides for more complete destruction of any weeds and remnants of the old pasture sod. This type of strategy should result in a clean, smooth, well-prepared site for planting of the new pasture.

A similar strategy has incorporated the use of a herbicide in an attempt to insure complete kill of certain weedy grasses. The herbicide Roundup has been used in late summer to kill the old pasture sod and weedy plants such as smutgrass, and common bermudagrass. To be effective, the herbicide must be applied before plant growth slows. In the fall, a no-till drill is then used to plant the cool season forage into the killed sod. This practice would conserve soil moisture as compared to tillage, which could be an advantage in getting the cool season crop started. Producers should weigh the costs and advantages before choosing one system over another.

(Dr. C.G. Chambliss, Agronomy Dept., UF/IFAS)

## **- Florida Ruminant Nutrition Symposium -**

The annual Ruminant Nutrition Symposium will be held in Gainesville at the Holiday Inn West on January 14 and 15. Registration is \$55.00 if received before December 21. Late registration is \$65.00.

The symposium is approved for 8 ARPAS credits. If you need a registration form, contact Mark or Pat at the Extension Office.

## **- The 4-H Page -**

As was mentioned in our last issue, many of our county 4-H members are participating in various events around the state and country this time of year. For the dairy members, this year's round of contests has been completed and they are already preparing for the upcoming season. Several of our kids have been members of

judging and quiz bowl teams representing Florida in contests.

In judging contests; at the All American in Harrisburg, PA, **Jennifer Clements** and her team placed second overall and second in reasons.

At the World Dairy Expo an Madison, WI, **Jennifer Clements** and **Jacob Larson** were on the team placing eleventh overall and sixth in reasons.

**John Spann** and **Charles Syfrett** were half of the team at the Mid South Fair in Memphis. The team placed fourth in placings and reasons, and fourth overall.

**Sarah Bishop** and **Will Butler** participated in the South Alabama Invitational on separate teams. Sarah's team placed first and Will's second in the contest.

In Louisville, at the North American, **Charles Syfrett** and **Emily Clements** made up half of the contest winning team placing first in reasons and first overall. The team is coached by our own Debbie Clements.

The National Dairy Quiz Bowl contest was held at the North American also. **John Spann** represented Okeechobee County on the third place team. Florida has never placed that highly before.

In the livestock department, sixteen youth traveled to Bartow to participate in the livestock judging contest.

The horse enthusiasts are busily preparing for holiday performances also.

As you can see our 4-Hers are busy and representing Okeechobee County and Florida in fine fashion.

**WELL DONE!!!**  
**Josh Churchwell - Emily Clements - Charles Syfrett - Brooke**  
**Reinagle**  
**The First Place North American Dairy Judging Team**

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## STAFF CONTRIBUTORS

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For questions or comments regarding this publication contact



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