

Accomplishment Report: Beef Programs



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A. Statewide Impact

UT Extension Beef Programs Provide \$24.9 Million Impact to Tennessee's Economy

Issue: Tennessee has over 2.1 million head of beef cattle. To remain viable in a troubled economy, beef producers need comprehensive educational programs in their communities.

What has been done: UT Extension educational programs targeted nutrition, forage management and marketing. Extension agents and specialists made 130,000 contacts in beef production in group meetings, field days, demonstrations, office visits, mail, telephone and farm visits. Volunteers recruited and managed by UT Extension made an additional 8,500 contacts with producers.

Impact: The total economic impact from UT Extension beef programs in 2008 was \$24.9 million. This includes \$21.1 million in recurring impact (i.e., increased savings and capital improvements) and \$3.8 million in one-time, non-recurring impact. The \$21.1 million recurring economic impact created or maintained an estimated 422 jobs in the state.

- 618 beef producers constructed 628 hay storage structures holding 212735 bales saving \$3.4 million.
- 676 beef producers submitted 952 forage samples and had rations balanced, thus increasing returns over \$17,000.
- 3049 beef producers utilized hay feeding rings to feed 227,234 bales and improved feeding methods to reduce wastage/spoilage, saving \$3.1 million.
- 1467 beef producers use recommended hay storage methods to reduce hay dry matter losses on 196,420 round bales of grass hay, saving \$1.9 million this year.
- The increase in value of feeder calves as result of cooperative marketing or marketing through an "alliance" was \$2 million.
- Impact from BQA certification can be place at over \$12.2 million since producers must have certification to qualify for the Tennessee Agricultural Enhancement Cost Share Program.
- 1616 beef producers utilized bulls with greater genetic potential to produce 64310 head of calves to increase returns by \$1.4 million.

Contact: Joseph L. Donaldson



B. Statewide Program Spotlight

Beef Quality Assurance (BQA)

Issue: Consumers are concerned about safe and wholesome beef; and beef producers remain concerned about the marketability and profitability of feeder calves.

What has been done: Beef Quality Assurance (BQA) was initiated in 2000, and continued to expand in 2008. UT Extension conducts the program in conjunction with the Tennessee Cattlemen's Association. During 2008, there were 3,671 producers that were certified or re-certified. Since 2000, 13,140 producers have been certified. Currently there are over 200 BQA trainers in Tennessee.

Impact: Impact from BQA certification can be placed at over \$12.2 million since producers must have certification to qualify for the Tennessee Agricultural Enhancement Cost Share Program being carried out by the state of Tennessee. Marketing agencies are reporting that buyers are increasingly requesting the BQA health papers be provided with cattle purchased. Sales continue to be conducted where Beef Quality Assurance Certification is required.

Contact: Clyde Lane



C. County Program Spotlight

Bedford

Summary: UT Extension provided technical assistance for a bred replacement female sale of cattle consigned by five Middle Tennessee Beef Producers Association members. Seventy lots averaged \$972 (\$68,040) in November during a declining livestock market. Five members sold over 400 calves in Tennessee Livestock Producers alliance sales for a premium of nearly \$75/head over conventional marketing (\$30,000 impact). These included truck load lots, BQA certified lots, and preconditioned lots.

Contact: John Teague

Cumberland

Summary: The county's Master Beef Producer programs reached 106 area beef producers from Cumberland, Fentress, Overton, Morgan, Putnam, Roane, and White Counties. Impacts included:

- 100% of participants regarded the programs very educational, a value in price, and overwhelming success.
- The 106 participants surveyed, they reported the MG program would likely profit their beef operations in access of \$355,000.
- 108 Beef producers were approved for \$547,774 Ag Enhancement dollars for livestock equipment, improved genetics, feed and hay storage.

Contact: Gregg Upchurch

Dickson

Summary: A spring Hay Day focused on planting warm season grasses; 16 producers learned how to establish warm season grasses, as well as the financial aspects. UT Extension also conducts a Teff Grass test plot. This is a fairly new warm season grass option to most producers in Dickson County. This plot will allow UT Extension to provide information to producers about this grass, and additional plots are planned. UT Extension was instrumental in organizing a PVP sale in late August. Cattle marketed in this sale brought an average of \$6/cwt more than normal marketing.

Contact: Brad Greenfield