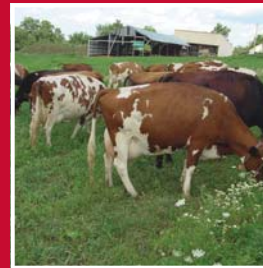


FIELD & FEEDLOT



NORTHWEST AREA EXTENSION

MAY 2009 ISSUE

Extension Web Sites

Ag Decision Maker

<http://www.extension.iastate.edu/agdm/>

Beef Center

<http://www.iowabeefcenter.org/>

Manure Management

<http://www.agronext.iastate.edu/immag/>

Pork Center

<http://www.ipic.iastate.edu/>

ISU Extension Dairy Team

<http://www.extension.iastate.edu/DairyTeam/>

Beef Conference and Tools

By Beth Doran, ISU Extension Beef Field Specialist

Cattle Feeders Conference – The Iowa Beef Center and Iowa Cattlemen’s Association are partnering to host a summer feedlot conference June 10-11 at the Holiday Inn in Ames, IA.

The conference theme is “the new era of management – people, cattle and business” for cattle feeders. Keynote topics include agricultural employee management and relations, the political and business climates of cattle feeding, animal care and the environment, and establishing carbon credits.

There will be breakout sessions such as benchmarking cattle health and performance, calculating yardage, animal care guidelines, valuing manure from deep-bedded buildings, and establishing employee salaries and incentives.

Further information and details will be available shortly at www.iowabeefcenter.org.

“Growing Beef” Newsletter

The Iowa Beef Center has a monthly newsletter available online at www.iowabeefcenter.org. Each issue, which is one page front/back, focuses on current production topics. The April issue had articles on reducing hay losses and how to manage the risk of hot hay in the summer. Check this out!

Synchronizing Estrous Cycle – Advances in synchronizing the beef cow’s estrous cycle continue to move forward. The newest protocol is the “5-day CO-Synch + CIDR,” which is an eight-day program. Successful results have been observed in cows with a range of 55 to 80% synchronized pregnancy rates in 1162 cows.

This protocol involves the use of gonadotropin-releasing hormone injection at the beginning, the CIDR implant for five days and two injections of prostaglandin eight hours apart after CIDR removal. Seventy-two hours after CIDR removal and the first prostaglandin injection, cows are fixed-time inseminated in conjunction with a gonadotropin-releasing hormone injection.

The Iowa Beef Center has a software spreadsheet program, “Estrous Synchronization Planner,” to assist producers in getting the dates, timing of injections and implants done correctly for over 20 different protocols. The newly updated version, product number ESTRUS 0001, contains the most recent recommended protocols and is available from the Extension online store at www.extension.iastate.edu/store. Cost of the CD is \$25 plus shipping and handling.

2009 ISU Animal Industry Report Available

This report features animal research at ISU for 2008. It is organized by species (beef, dairy, poultry, sheep, goat and swine) and by sections such as animal health and the environment. The beef section has 29 articles featuring feed efficiency, grazing management, deep-bedded hoop barns and the feeding of ethanol co-products. The report is available online at www.ans.iastate.edu/report/air or a CD-ROM may be ordered (\$10 each) from the Iowa Pork Industry Center by calling (515) 294-4103.

Crop Planning

By Paul Kassel, ISU Extension Field Agronomist

Crop planning is a good activity for this time of year. The idea is to make a plan for each field and write down everything you plan to do in that field.

This kind of field planning is very helpful to finalize all your crop plans for 2009, even though there has been field work and corn planting completed as of this writing.

Think through each input and activity for each field. Some things –like tillage – are pretty much second nature and you know what you are planning to do. However, this kind of written plan will force you to double check things like herbicide selection and quantities, refuge acres and placement of hybrids and varieties.

The thought behind this is to get all the info written down on one page of paper (or less). This plan can be electronic or recorded on paper. It is important to get a copy of this in each family member/employees hands and/or each tractor or pickup.

These are some basic things for each field.

- Field name and legal description.
- FSA field acres and FSA number.
- Previous crop.
- Fall fertilizer/manure – amount and analysis.
- Spring fertilizer/manure.
- Fall tillage and intended spring tillage.
- Hybrids/varieties – include maturity, traits, etc.
- Planting rate.
- Pre-plant and post-emergence herbicides.
- Insecticides and or fungicides.
- A field map (like an FSA map) for each field.
- Planned restricted use pesticide applications.

Some other items for your field plan that are optional.

- Crop yields for the two previous years.
- Crop insurance product(s) and crop insurance details.
- Bushels of grain that can be sold before harvest –based on crop insurance.
- Corn Suitability ratings.
- Weed, insect or disease problems unique to that field.

Field planning like this will force you to double check the kind and quantity of your seed, fertilizer and crop protection products. It will also make you double check the inputs you pre-paid last fall against your actual field acres. It is very likely that you will find something you missed. Therefore, some last minute changes can be made if necessary.

This is also a good way to double check your refuge requirements for your rootworm resistant corn hybrids, corn borer resistant hybrids or triple stack hybrids. See <http://www.ncga.com/insect-resistance-management-fact-sheet-bt-corn> for more information.

The Biotech Yield Endorsement for the federal crop insurance premium discount - when you use the YieldGard, Herculex or Agrisure technology - is similar to the refuge requirements. See <http://www.extension.iastate.edu/agdm/articles/edwards/EdwMar09a.html> (select crop insurance) for more information.

Ag Statistics County Yields Increase

By Kris Kohl, ISU Extension Ag Engineer Field Specialist

Livestock farmers with manure management plans are regulated on the amount of manure they can apply based on yields. Most use the county yield averages as measured by the Iowa Ag Statistics. Last years crop was good, providing about 2% increase in most Northwest counties in Iowa.

For Iowa manure plans, the 5 year average plus 10% is used to determine the crop need. O'Brien county leads NW Iowa on corn with 197.1 bushels per acre and Sioux county leads for soybeans at 60.7 bushels per acre.

COUNTY	CORN	SOYBEANS
Buena Vista	189.9	55.3
Calhoun	195.9	54
Carroll	193.9	55.6
Cherokee	193.5	60.6
Clay	190.2	53.8
Crawford	187	56.8
Dickinson	187.4	52
Emmet	192.3	53
Ida	187.3	54.7
Kossuth	196.4	55.2
Lyon	195.5	58.5
Monona	166.4	49.3
O'Brien	194.1	59.6
Osceola	194.7	56.4
Palo Alto	193.4	54.1
Plymouth	184	55.1
Pocahontas	195.9	54.8
Sac	189.6	56
Sioux	195.3	60.7
Woodbury	177.4	50.5

TABLE 1: AG STATISTICS CORN AND SOYBEAN YIELDS + 10% FOR 2004-2008

These new published values can be used in updating manure plans and implemented now. The plans are sent into the Department of Natural Resources every four years, as requested. If 2009 turns out to be another great year, Iowa may break into the 200 bushel per acre club.

MANAGING Tough Times

www.extension.iastate.edu/answers

Setting Personal, Family and Business Goals for Business Success

*Prepared by Don Hofstrand, ISU Extension Farm Management Specialist and Bob Jolly, ISU Extension Economist
Submitted by Jerry Weiss, ISU Extension Swine Field Specialist*

Goal setting is an important exercise for achieving personal and business success. It is part of a strategic planning process. An overview of **Strategic Planning for Farm Businesses** and how goals fit into the process is available.

The process of goal setting addresses questions like:

- What do I want out of life?
- What do I want for my family?
- What do I want my business to achieve?

Granted, these are a big questions and difficult to answer. However, spending time thinking about goals provides direction to your life.

Once you have established goals, they will give direction to your life and your business. Goals will help you:

- Focus your attention and actions to achieve desired outcomes.
- Mobilize energy and effort.
- Increase your persistence.
- Provide direction for developing strategies for achieving the goals.

Goals need to be written and referred to throughout the planning process. They also need to be checked from time to time to make sure you are on the right track.

Personal Goals

Identifying and establishing personal goals provides the foundation for strategic planning. Personal goals are broadened into family goals which lead to business goals and provide input into the strategic planning process.

Everyone involved in the operation of the farm business should identify their individual goals. Personal goals may focus on accomplishments that provide happiness and fulfillment for you or someone you care about.

Below are typical personal goals:

- To maintain good health.
- To have a trusted circle of friends.
- To be financially secure.
- To be involved and active in a religious life.
- To finish a college degree.
- To have and rear responsible, productive, and happy children.
- To be part of a loving extended family.

Farm operators may want to use the **What is Important to Me** assessment to establish personal goals.

Family Goals

Family goals focus on achieving accomplishments agreed upon by the family. The family individuals need to work as a team to collectively identify and establish goals for the family unit.

Below are typical family goals:

- To provide financial resources to achieve each member's personal goals.
- To maintain good health for all family members.
- To maintain a home of which you are all proud.
- To have a son or daughter join the family business.
- To enjoy leisure time as a family.
- To encourage the highest level of education desirable for each family member.
- To generate adequate finances to support and educate your family.
- To rear responsible, productive, and happy children.
- To be involved and active in a religious life.
- To maintain open and productive family communications.

Business Goals

These are goals that describe what you want from the farm business. Remember, business goals are not an end in themselves. The purpose of business goals is to achieve personal and family goals. For example, the business goal of having the biggest farm business in the county is based on the personal goal of wanting to be the biggest farmer in the county. Creating a business of sufficient size to provide the funding needed to send the children to college is another example.

From another perspective, business goals provide the linkage between goals (personal and family) and business strategy. In other words, business strategy is developed to achieve business goals and business goals are used to achieve personal and family goals. For example, the family wants to increase its standard of living, so the business needs to generate more income, so a business strategy is developed to increase business income.

Below are typical business goals:

- To generate a secure and adequate income to meet the needs of our family and employees.
- To conduct business in an ethical and fair manner.
- To conserve natural resources and maintain a healthy environment.
- To provide time for vacations and leisure for family members and employees.
- To have stimulating work that provides new challenges as times change.
- To provide an opportunity for a son or daughter to join the business.