



Conservation Grazing & The Partnerships That Make it Work

By

Landry Jones-MFA Conservation Grazing Specialist



MISSOURI
DEPARTMENT OF
NATURAL RESOURCES



Who I am

From SW MO

- Cow/calf Operation-Polk/Dade Co
- MDC-12 years establishing and managing Native Warm Season Grass
- Dec 1, 2019-MFA Conservation Grazing Specialist



Overview

- What is Conservation Grazing
- Conservation Grazing Benefits
- Partnerships- Why, What, How
- Partnerships-What Has Worked
- Partnerships-How Can We Improve
- Partnerships-Better Convey Our Message



Conservation Grazing-How is it Defined

- What is Your Definition of Conservation Grazing?
 - Operational Profitable Growth Through Range and Pasture Management That Promotes and Enhances Environmental Conservation
 - Everyone's is Probably Different
- Ok If They Are Not the Same Definition
 - Working Toward End Goal

Conservation Grazing Works

- Increased Forage Utilization
 - Continuous Grazing vs Rotational Grazing
- Improved Soil Health
 - Increased OM, Increased Fertility
- Increased Forage Diversity
- Improved Wildlife Habitat





Conservation Grazing Works

- Healthier Livestock
 - Increase Diversity, Less Toxic Fescue
- Increased Stocking Rates
 - Increased Utilization
- Increased Weight Gains
 - Higher Quality Forage, NWSG
- Increased Profits
 - Increased Weaning Weights and Carrying Capacity
 - Reduced inputs

Ag Retailer Partnership-Why?

- 94% of Missouri land in private ownership
 - 2/3 in agriculture
- Different perspectives
- Ag retailer
- Sales counter talk



Partnerships-What Has Worked

- Thinking Outside of the Box
 - Cross Trainings
 - Workshops
 - TSP
 - RCPP



MFA 2021 Forage Tour

"Diversifying Your Forage Portfolio"



Agenda

- | | |
|-------------|---|
| 9:00-9:30 | -Introduction-Farm Operation Overview |
| 9:30-10:00 | -Benefits of Summer Forages -Landry Jones |
| 10:00-11:00 | -Load Trailer- NWSG Establishment Stop
-How to, species, do's and don't, cost, drill calibration |
| 11:00-11:30 | -NWSG Established Stop-Landry Jones
-Management, Forage Evaluation |
| 11:30-12:00 | -NWSG Trial- Good vs Bad NWSG-Landry Jones
-Grazing management, fertility |
| 12:00-1:00 | LUNCH |
| 1:00-2:00 | -Summer Annuals- David Moore, Landry Jones
-Summer Annual Strip Trial, Forage test, palatability, hay vs grazing, monoculture vs diverse mix |
| 2:00-3:00 | -Rotational Grazing
-Forage Availability, Grazing system, infrastructure, cost share, rainfall simulator |
| 3:00-4:00 | WRAP-UP- Questions |



FORAGING FOR SOIL HEALTH WORKSHOP



"Understanding how utilizing forage diversity and soil health principles can benefit livestock operations."

WEDNESDAY, JULY 21ST, 2021

8:00 AM- 5:30 PM | 249 ROUTE O, EVERTON MO, 65646

PRESENTERS

Dale Strickler- Agronomist
Ray Archuleta- Soil Health Specialist
Doug Peterson- Soil Health Specialist

FARM TOUR

In field observations and discussions on working cattle farm

PRIMARY SPONSOR

Missouri Forage and Grassland Council

PARTNERS

Missouri Department of Conservation
Natural Resource Conservation Service
Greene Co Soil & Water Conservation District
Missouri Cattleman's Association
MFA Incorporated

AGENDA

- | | |
|-------------|---|
| 8:00-8:20 | Registration |
| 8:20-8:30 | Welcome |
| 8:30-9:00 | Ray Archuleta - "Why Soil Health is Important in Grasslands" |
| 9:00-10:00 | Dale Strickler- "Quit Wasting Your Potential" |
| 10:00-10:45 | Rainfall Simulator Demonstration |
| 10:45-11:00 | BREAK |
| 11:00-11:15 | Sponsor Speaker- MFGC |
| 11:15-12:15 | Doug Peterson- "How to Create Better Soil" |
| 12:15-1:00 | LUNCH
-Missouri Cattleman's Association
-Cost Share Programs Available to Producers |
| 1:00-2:00 | Dale Strickler- "Cover Crops for Year-Round Grazing" |
| 2:00-2:30 | BREAK - Load onto trailers |
| 2:30-4:30 | FARM TOUR - Benefits of Native Warm Season Grasses and Summer Annuals |
| 4:30-5:30 | Speaker Panel- Q & A |

REGISTER ONLINE AT:

<http://mfgc.regfox.com/foraging-for-soil-health-workshop> | *Registration limited to 100 people
For more information call Landry Jones: 573-808-7094



RCPP

Yield Data (Soybeans — 2019)



N
One in = 657 feet
0 167 335 502 670 837

Min: 6.54 bu/ac
Avg: 47.97 bu/ac
Field Avg: 45.89 bu/ac
Max: 88.95 bu/ac
Total: 2,996.89 bu
Area: 62.47 ac

Dry Yield

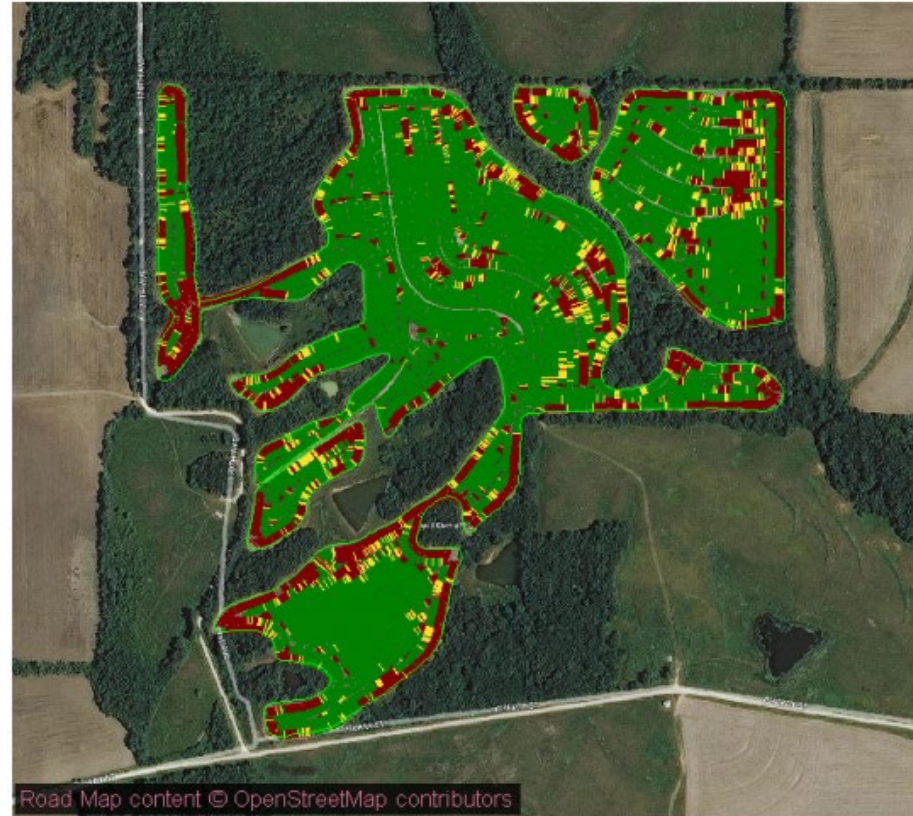
6.54 - 31.66 (8.39 ac)
31.66 - 40.32 (8.45 ac)
40.33 - 46.39 (8.37 ac)
46.39 - 51.39 (8.27 ac)
51.39 - 55.31 (8.40 ac)
55.31 - 59.36 (8.19 ac)
59.36 - 65.02 (7.72 ac)
65.02 - 88.95 (4.68 ac)

Junk in, junk out

2019 Crop	Corn-Grain	
2019 Planted/Harvested Area	77.7 acres	
2019 Crop Expenses		
Expense	Explanation	\$/acre
Land	Cash Rent, Land Payment, Liability Insurance, Property Taxes	
Crop Insurance	Cost for Crop Insurance secured, RP, CAT, etc.	
Tillage Cost	Include all tillage passes, from fall 2018 through planting	
Agronomy Services	Cost of soil sampling, running recs, crop consulting services	
Dry Broadcast Fertilizer	Cost of P/K based fertilizer. MAP, DAP, MESZ	
N Fertilizer	Cost of N based fertilizer. Anhydrous, Urea, Super U, UAN, etc.	
Crop Protection	Cost of all crop protection products, including herbicides/fungicides/insecticides	
Application	Cost of application, spraying, spreading, gas application	
Cash Crop Seed	Seed cost including treatment	
Planting	Planting pass cost	
Starter Fertilizer/Extra Insecticide/ Biologicals	Cost of all products applied with planter other than seed	
Harvest	Harvest cost	
Grain Hauling	Grain- Trucking cost	
Grain Storage	Storage costs for 2019 crop	
Cover Crop Seed- Fall 2018	Seed cost cover crop fall 2018, if used	
Cover Crop Application- Fall 2018	Cover application cost Fall 2018- if used	
	Direct costs for practices such as tile, terracing(leverage over life of improvement)	
Capital Improvement Costs		
Total Expenses Crop Year 2019		\$

2019 Crop Income			
Income	Explanation	\$/acre	Grain Price @ time of sale
Grain Sales	Income from grain sales		
Gov't Payments	FSA Payments, MFP, ARC/PLC		
Field Specific Program Payments	Program payments; FY 19 NRCS EQIP, SWCD Cost share, MDC Cost Share, etc.		
Crop Insurance Payouts			
Other Income	Cover crop forage, bales, etc.		
Total Income Crop Year 2019		\$ -	

Yield Data (Soybeans — 2019)



Road Map content © OpenStreetMap contributors

Date: 4/30/2020

Area: 65.31 ac



One in = 657 feet
0 167 335 502 670 837

Dry Yield

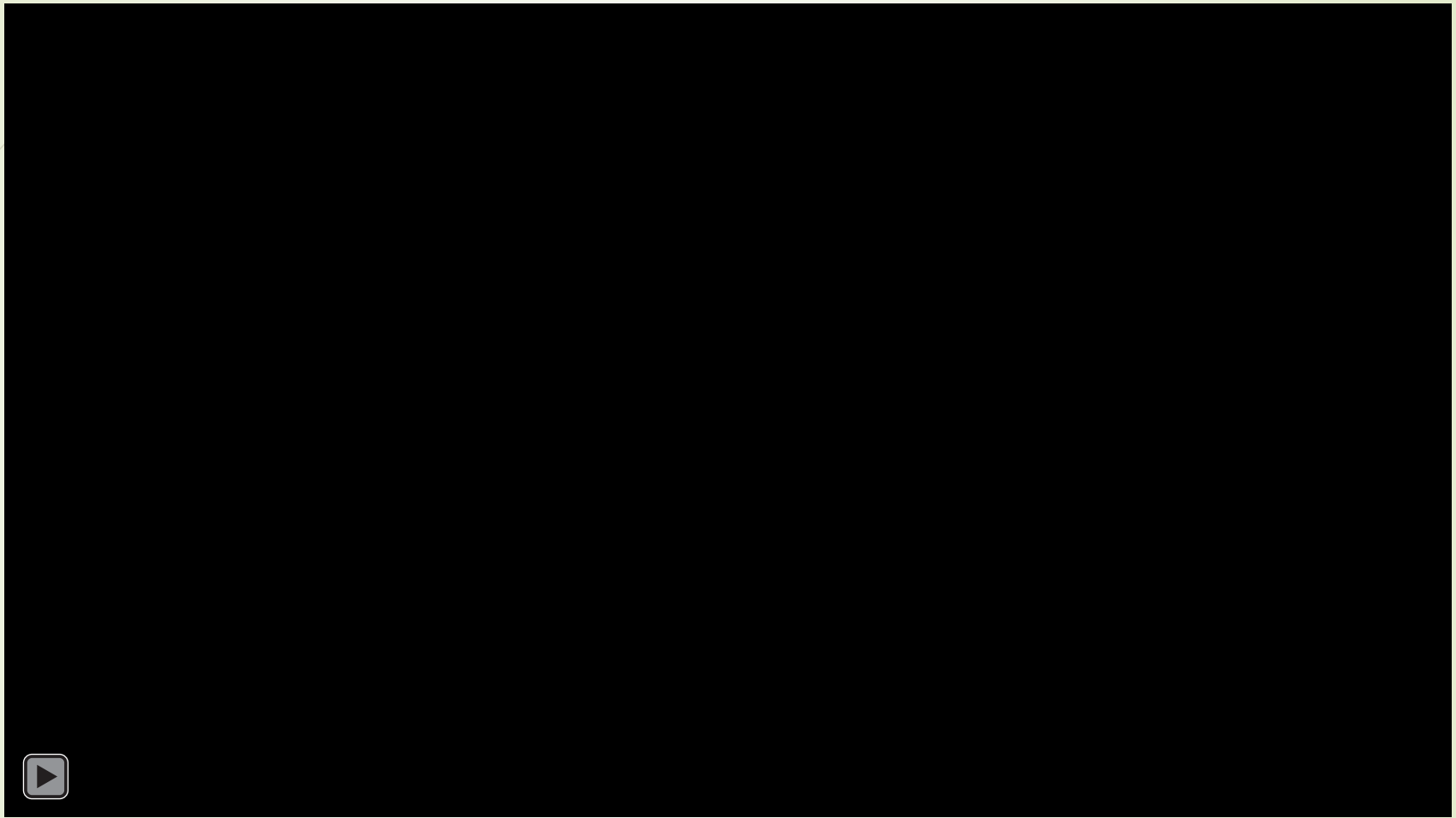
7 - 38	Unprofitable	(14.19 ac)
38 - 42	Marginal P...	(4.72 ac)
42 - 89	Highly Pro...	(43.56 ac)

Min: 6.54 bu/ac
Avg: 47.97 bu/ac
Field Avg: 45.89 bu/ac
Max: 88.95 bu/ac
Total: 2,996.89 bu
Area: 62.47 ac

Field Edge Effect

- Vertical tree structure edge – Yield effect
- Diverse community edge can have + Yield

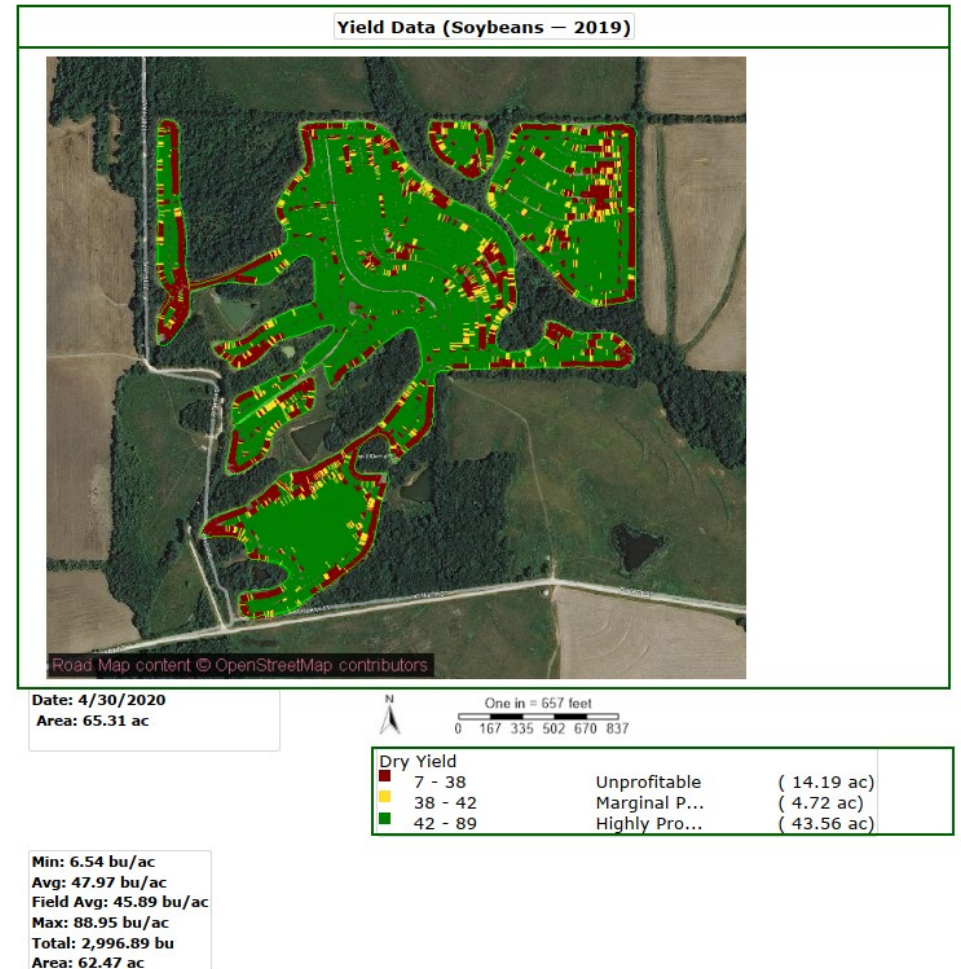






Dollars to Sense

- 15 Acres of this field
 - Avg. 30 bu. Soybean = \$ -44.18 = -\$662.70
- CP 33- Continuous CRP
 - 90% SRR (143)= \$128.70= \$1930.50
 - Net: \$2593.20 for 10 years = \$25,932
- EQIP- Wildlife Habitat Planting-Monarch
 - \$837.67 1 time= \$12,565.05 + \$6627.00= \$19,192.05





Partnerships-How Can We Improve

- Right Staff in the Right Location
 - Farming/Ranching Knowledge (learned or innate)
 - Understand the Other Side
- Highlight the Profits in Conservation Grazing



How Can We Improve

- Small Steps are Better Than No Steps
 - A Win is a Win
- Know the Producer and Find What Works
 - Progressive vs Traditional

How Can We Convey our Message Better

- Conservation Grazing Is Not Always Popular
- “Show Me”
- Strike When the Iron is Hot
- Social Media
 - #GrazingNatives





Questions?

Landry Jones

573-808-7094

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