

Upper Midwest Grazing Educators Webinar Series

Green Lands Blue Waters



Grass Based Farm Financials
June 5th

Hosted by Warren King and Jane Jewett



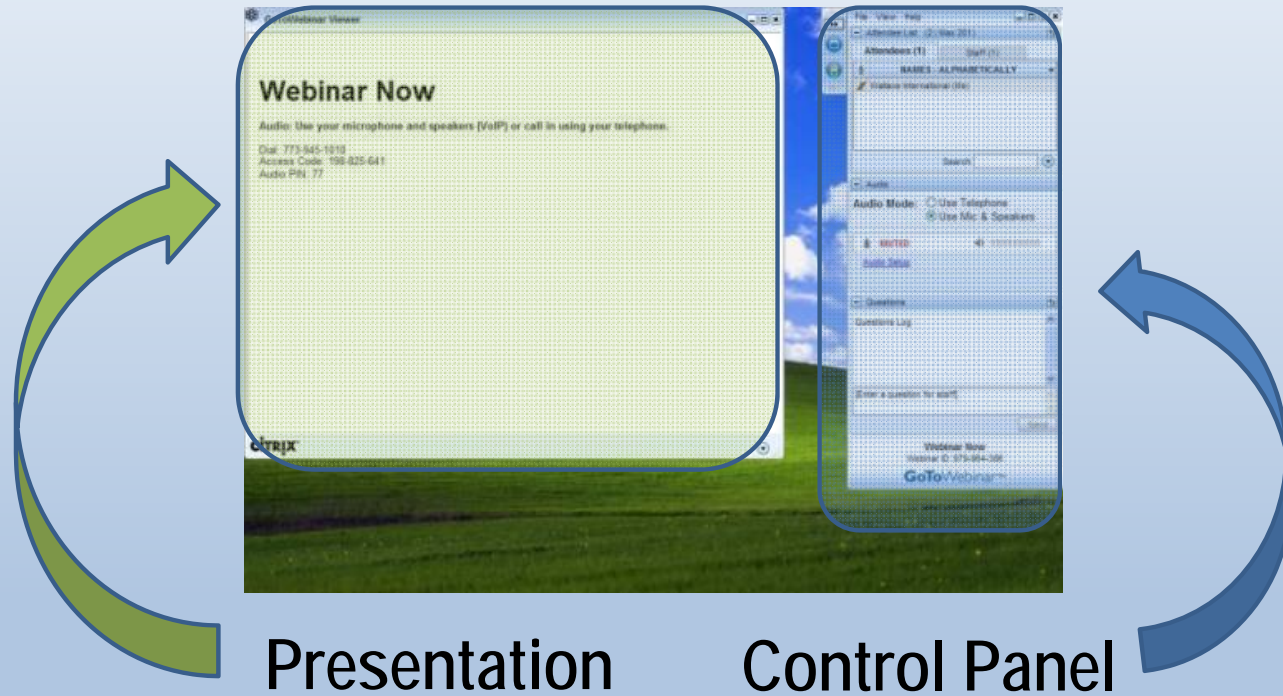
- Co-manager of the Pasture Project
- President of WellSpring, Ltd
- Work focused on expanding environmentally sustainable farming, developing local & regional food systems and improving water quality



- Research Fellow, University of Minnesota
- Green Lands Blue Waters Initiative

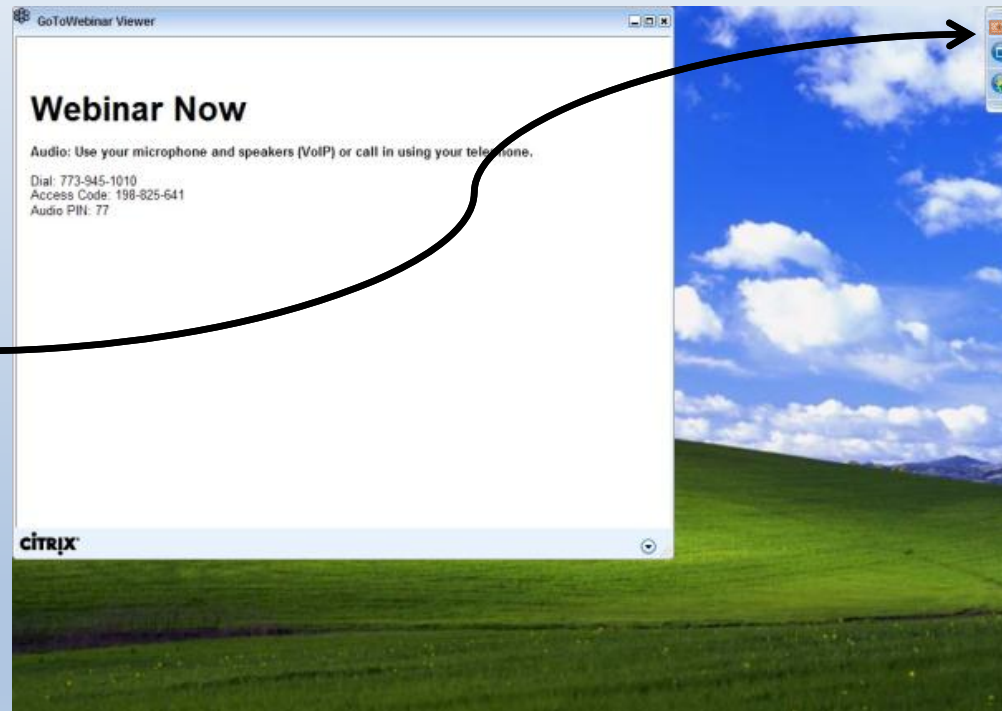
Webinar Technical Orientation

Your Starting Screen

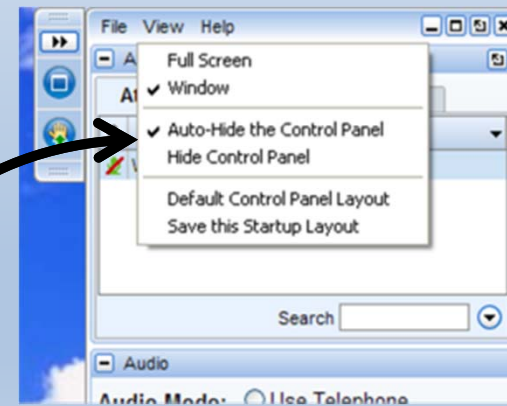
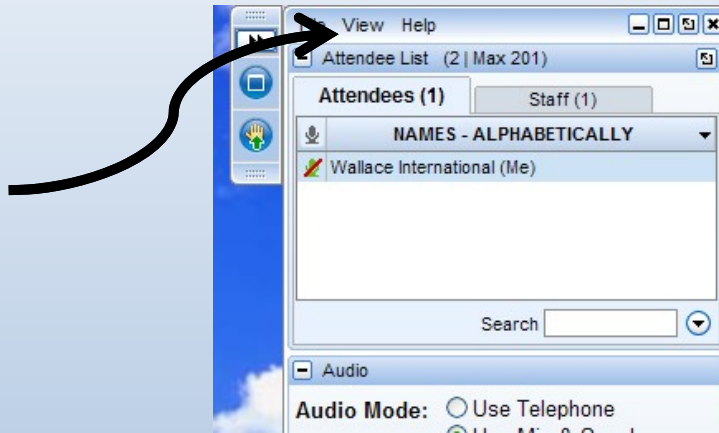


To Display Minimized Control Panel

Click the
orange
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button



To Keep Control Panel Visible

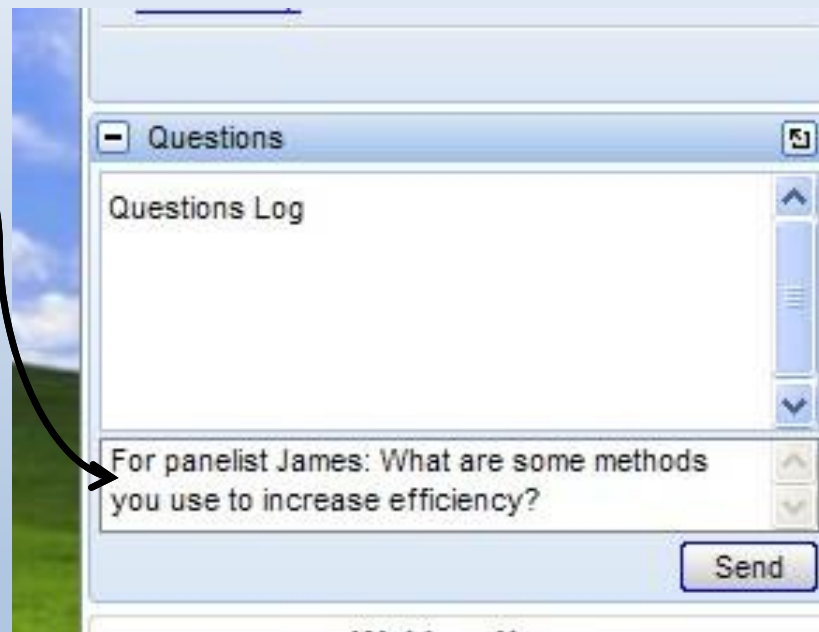


To Ask a Question

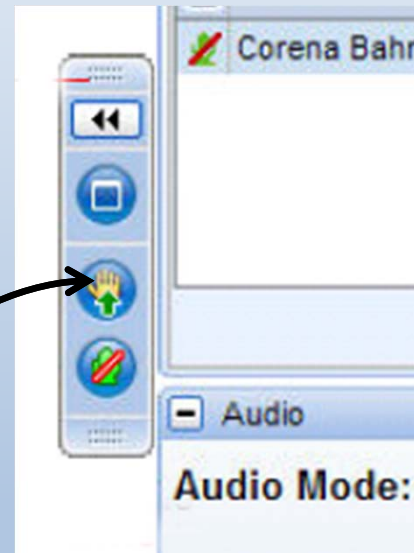
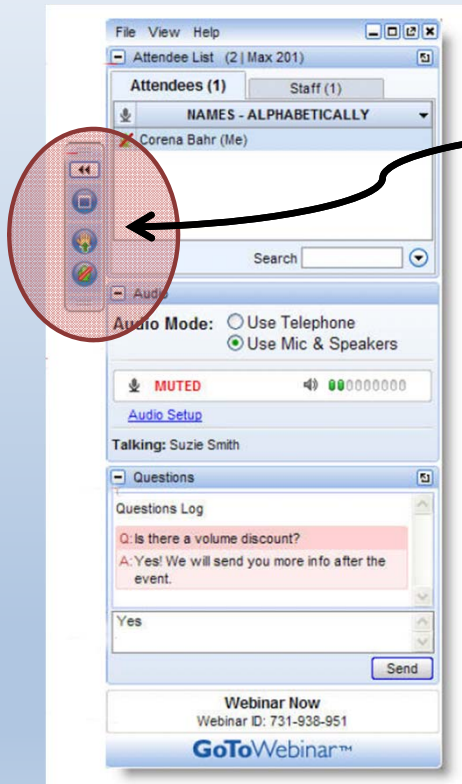
Type your question in the small box at the bottom of the Questions box.

If possible, specify which panelist(s) you are addressing with your question.

Press "Send"!



To “Raise Your Hand”



Post-Webinar Survey

- We will be sending out a survey following the webinar.
- These surveys help to make for a better experience for everyone involved, if you could please take a moment to fill them out, it would be of great help to us.



Who's Sponsoring the webinar series?

Green Lands Blue Waters

Goals

- Increase perennial forage and pasture
- Improve environmental performance of farming
- Maintain production and profitability

The Pasture Project

Goals

- Expand grass-based livestock production
- Accelerate transition to sustainable farm production
- Improve water quality

Why Focus on Grazing Educators?

- The Upper Midwest is a unique geography
- More young farmers are interested in livestock production
- More landowners and conservationist are interested in livestock benefits
- More consumers want pasture raised meat and dairy products
- Less public funding for grazing networks and education
- Fewer professional development opportunities for educators
- Changes in grazing techniques and terminology
- No single source for education materials

What Could a Grazing Educator Network Achieve?

- Connect Upper Midwest Educators through discussion and sharing
- Assess education materials-tool; determine what's missing and fill the gaps
- Create a platform to house and access materials and tools
- Share what works and why
- Cross-pollination of staff, students, apprentices and programs
- Involve established grazing education programs
- Access materials-tools no longer in circulation
- Build collaboration that is more “grass-roots” than “top-down”
- Include educators of various types; farmers, academics, agency and consultants
- Establish basic principles of managed grazing that are taught by all

What is the format for today's webinar?

- **Presenters will discuss topics, sharing experience and insights**
- **Audience is encouraged to do the same**
- **Moderators will “direct the traffic” and keep discussion moving**
- **Audience is asked to take a brief survey at the end of the webinar**



- Larry Tranel received his B.S. and M.S. from UW-Platteville in Ag Economics. Spent 10 years as a Dairy Farm Management Agent in Iowa County Wisconsin with UW-Extension.
- The past 15 years as he has served as Dairy Field Specialist with Iowa State University Extension and Outreach.
- Larry specializes in financial analysis of all types of dairy farms; dairy facilities, low cost milking parlors and cow comfort.
- Recent work includes Millionaire Model Dairy Farms and Organic Dairy financial analysis and comparison.



- Rod Ofte is a fourth generation “Driftless” area farmer who operates an organic grass-fed beef ranch near Coon Valley, WI.
- He holds a BS from the United States Military Academy at West Point, NY and a MBA from Boston University.
- Mr. Ofte has over 25 years of experience in the food industry including time working in Europe, the Middle East and Asia.
- He is President of Norse Group Consulting, General Manager of the Wisconsin Grass-fed Beef Cooperative, and a core member of the Wallace Center Pasture Project team.

Review of Grazing Financials Calculator



GRAZING CALCULATOR

Background:

Initially designed by J. Munsch and the Pasture Project team to provide landowners and producers with alternatives to row crop rental.

GRAZING CALCULATOR

Free use via the Pasture Project
Website:

[http://www.wallacecenter.org/resourcelibrary/-
grassfed-beef-financial-calculators](http://www.wallacecenter.org/resourcelibrary/-grassfed-beef-financial-calculators)

GRAZING CALCULATOR

Goal:

Provide a tool for educators and producers to understand the financial impact of real or potential changes to their operation.

GRAZING CALCULATOR

Contact Info:

Feel free to contact me anytime with
questions @

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GRAZING CALCULATOR

Model Walk Through