



The Bull's Eye

hitting the target



McDowell County Center

August 2014

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Cattlemen's Association Meeting

The McDowell Cattlemen's Association will meet on

Tuesday, August 26 at 6:00pm
at **Ellis Farms** located at
583 Pine Cove Road, Old Fort.
The topic of this meeting will be
on the "Value of AI".

The meal will be sponsored by
ABS Global. Our presenter will
be **Shannon Roberts** with ABS.

Please call 652-7874 or email
Cheryl or Greg by **Friday,**
August 22 so we will know how
many meals to prepare.

Looking forward to seeing you on
the 26th.



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The Value of Artificial Insemination (AI)

Do you know the investment you have in each pregnancy on your farm? Most producers can tell you what they paid for a bull or a unit of semen, but can they tell you the cost to get their females pregnant? It has been a good time to be in the purebred bull selling business. Over the last two years, the average price of a purebred bull has nearly doubled for most of the major breeds.

Average Bull Cost	2011	2012
Angus	\$3,737	\$4,536
Hereford	\$3,937	\$4,671
Simmental	\$3,683	\$4,478

Keep in mind, the vast majority of these bulls are young, unproven sires. They have excelled in their contemporary groups and against their herd-mates. They have been weighed, measured, ultrasounded and fertility checked. But still, we will not truly know their value as a sire until after they have produced a large number of progeny over the next few years.

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The Value of Artificial Insemination (AI)

When thinking of the cost of a new bull, most only consider the purchase price. But looking deeper into the total expenses associated with owning and maintaining that new herd sire shows a clearer picture of the cost.

Purchase Price	\$3,000.	\$4,000.	\$5,000.
Salvage Value	\$1,710.	\$1710.	\$1710.
Summer Pasture	\$ 125.	\$ 125.	\$ 125.
Hay	\$ 326.20	\$ 326.20	\$ 326.20
Protein	\$ 25.	\$ 25.	\$ 25.
Labor	\$ 50.	\$ 50.	\$ 50.
Vet	\$ 40.	\$ 40.	\$ 40.
Repairs	\$ 31.	\$ 31.	\$ 31.
Misc	\$ 7.	\$ 7.	\$ 7.
Interest (7%)	\$ 21.15	\$ 21.15	\$ 21.15
Total Input	\$ 625.35	\$ 625.35	\$ 625.35
Depreciation on Equip	\$ 12.39	\$ 12.39	\$ 12.39
Depreciation on Bull	\$ 430.00	\$ 763.33	\$1,096.67
Interest on Bull	\$ 164.85	\$ 199.85	\$ 234.85
Death Loss	\$ 30.00	\$ 40.00	\$ 50.00
Total Fixed	\$ 637.24	\$1,015.57	\$1,393.91
Total Cost/Year	\$1,262.59	\$1,640.92	\$2,019.25

When the costs are then compared to the number of females exposed per year along with the pregnancy rate (a bull does not settle every cow), you can begin to see the costs per pregnancy associated with your new herd sire.

Purchase Price		\$3,000	\$4,000	\$5,000
Pregnancy rate	Cows Exposed/ Year	Cost/ Pregnancy	Cost/ Pregnancy	Cost/ Pregnancy
80%	20	78.91	102.56	126.20
	25	63.13	82.05	100.96
	30	52.61	68.37	84.14
85 %	20	74.27	96.52	118.78
	25	59.42	77.22	95.02
	30	49.51	64.35	79.19
90%	20	70.14	91.16	112.18
	25	56.11	72.93	89.74
	30	46.76	60.77	74.79

The Value of Artificial Insemination (AI)

Given a \$4000 herd sire exposed to 25 cows per year with a 90% pregnancy rate, you come up with an average cost per pregnancy of \$72.93. If the pregnancy rate drops to 85%, the cost increases to \$77.22. Keep in mind this is assuming you use a bull for at least three years.

Now let's consider the cost per pregnancy using proven sires in Fixed Timed AI (FTAI) .

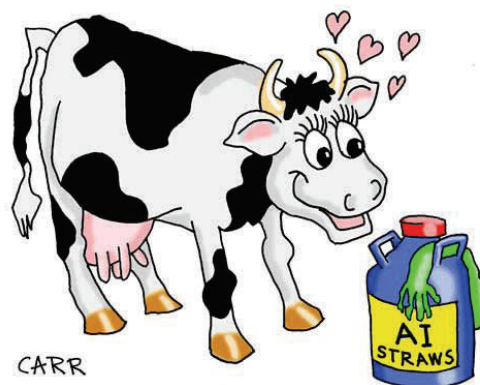
Synchronization and AI cost per pregnancy with Fixed Time AI			
	50%	60%	70%
MGA PG & Fixed-Time AI	\$70.14	\$58.45	\$50.10
7-Day Co-Synch + CIDR	\$91.76	\$76.47	\$65.54
14-Day CIDR -PG & Fixed-Time AI	\$88.12	\$73.43	\$62.94

As you can see, the cost of a Fixed Time AI program is extremely competitive when compared to using a bull in natural service. Add to this the value of using proven sires that have sired thousands of progeny in hundreds of herds, you have added value to your next calf crop while reducing the uncertainties of using an unproven young sire.

Data compiled from the Missouri Show Me Select Heifer Program shows the increased value of AI. In Tier One, the bred heifers are out of Natural Service (NS) sired females. Those bred AI returned an added value of \$146.

Tier one	NS Bred	\$1549	Baseline
Tier one	AI Bred	\$1695	+\$146
Tier two	NS Bred	\$1786	+\$237
Tier two	AI Bred	\$1906	+\$357

In Tier Two, the bred heifers were out of AI bred females. If they were bred Natural Service, they added \$237 in value. If they were carrying an AI sired calf, they were worth an additional \$357. That's real money earned by producers who captured the value of their efforts to utilize AI in their programs.



For Dulcie it was the perfect Valentine's Day gift.. everything a cow could want without all the rest of the bull.

Sales Tax Exemption for Farmers

As many of you are aware, the NC General Assembly made changes to the farmer sales tax exemption law this year. If you currently have an exemption number you should have received a letter from the NC Department of Revenue (NCDOR) explaining that you must re-apply by **October 1, 2014** in order to receive a new number.

Under the new law, there are some changes to people who qualify for a sales tax exemption number. There are two groups of farmers who will be allowed to have an exemption number.

The first group is the Qualifying Farmer group. If you had an annual gross farm income of \$10,000 or more last year or if you have a 3-year average annual gross farm income of \$10,000 or more then you will be eligible to re-apply and they will issue you a new number. You should use Form **E-595QF** when you re-apply. **You also need to include a Schedule F or supporting tax documentation that proves you meet the \$10,000 requirement for last year or the previous 3 years.** Form E-595QF, Application for Qualifying Farmer Exemption Certificate Number for Qualified Purchases can be found at:
<http://www.dornc.com/downloads/e595qf.pdf>

The second group is the Conditional Farmer Exemption group. This is for farms that do not qualify for the above group because of the annual income stipulation. These farmers must apply through the NCDOR stating that you are engaged in farming activity and also submit tax information to NCDOR proving that you are receiving income from a farming operation. **NOTE: This is a one-time exemption and is ONLY good for a 3-year period.** You basically have 3 years to bring your farming operation up to the \$10,000 annual gross income level if you wish to continue receiving sales tax exemption. When you apply for this card, you should use **Form E-595CF**. Form E-595CF, Application for Conditional Farmer Exemption Certificate Number for Qualified Purchases can be found at:
<http://www.dornc.com/downloads/e595cf.pdf>



If you currently have a sales tax exemption number, you may use your current card until October 1, 2014. We recommend that you go ahead and apply for your new certificate to allow time to receive your new card. The form is available on-line and must be filled in, printed and mailed to the NC Department of Revenue, PO Box 25000, Raleigh, NC 27640.

If you have not received your new number by October 1st, your old card will not be valid and you will be charged sales tax.

If you have further questions, feel free to contact myself or Molly Sandfoss at our McDowell County Extension Center at 652-7874. You may also find information at www.dornc.com.

Shortening the Breeding and Calving Season

Katie Allen, Kansas State University Extension

A defined and shorter breeding and calving season could help producers to more accurately time vaccinations, such as scours prevention vaccination, which needs to be given at a specific interval prior to calving. Tightening the season also reduces the variation in nutritional requirements within the herd at any one point in time. All of this could help producers save time and money on herd inputs.

As producers consider keeping back replacement heifers and rebuilding their herd numbers, they should use the opportunity to shorten the breeding and calving season by controlling the duration of bull exposure to the herd, breeding first-calf heifers earlier than mature cows, matching herd genetics to the environment and making committed culling decisions.

The Benefits of A Short Calving Season

Brent Plugge, 2014, University of Nebraska Extension



Developing and controlling the breeding and the subsequent calving season has many benefits. A shortened calving season provides producers a better opportunity for improved management and observation of the cow herd, which should result in fewer losses at calving and throughout the year. This has been demonstrated several times over the years. A shortened calving season also facilitates improvements in herd

health and management such as uniformity in timing of vaccinations and routine management practices resulting in decreased competition for labor. Another benefit is nutrition of the cow-calf unit can be improved by grouping cows according to stage of gestation and feeding each group based on its needs.

An additional benefit is that the calf crop will be more uniform in age and size which can lead to an advantage at marketing. Research on shortening the calving season has shown that calves born in the first 21 days of the calving season will weigh more at weaning than those born during the second 21-day period.

Will the Feed Make Out Through the Winter?

Hay intake is related to the quality. For example, low-quality forages (below about 6% Crude Protein) will be consumed at about 1.5% of body weight (on a dry matter basis) per day. Higher-quality grass hays (about 8% Crude Protein) may be consumed at about 2.0% of body weight. Excellent hays, such as good alfalfa, silages, or green pasture may be consumed at the rate of 2.5% dry matter of body weight per day. The combination of increased nutrient content and increased forage intake makes high quality forage very valuable to cattle and the producer. Using these intake estimates, producers can calculate the estimated amounts of hay that need to be available.

For example, feeding a 1,200-lb. pregnant spring-calving cow, let's assume that the grass hay quality is good and tested 8% crude protein. Cows will voluntarily consume 2.0% of body weight or 24 lbs/day. The 24 lbs. is based on 100% dry matter. Grass hays will often be 7-10% moisture. If we assume that the hay is 92% dry matter or 8% moisture, then the cows will consume about 26 lbs/day on an 'as-fed basis.'

Southwest Beef Wraps

- 1 beef Shoulder Roast Boneless or Bottom Round Rump Roast (3 to 3-1/2 pounds)
- 1 medium onion, cut into quarters
- 3 cloves garlic, peeled
- 3/4 cup water
- 1 teaspoon salt
- 1/2 teaspoon pepper
- 2 jars (16 ounces each) prepared chunky salsa with cilantro
- 8 flour tortillas (10-inch diameter), warmed
- Fresh cilantro (optional)

Tomato-Corn Relish

- 1 cup frozen corn, defrosted
- 1 cup chopped fresh tomato
- 2 tablespoons chopped fresh cilantro

1. Cut beef roast into 4 even pieces. Place onion and garlic in 4-1/2 to 5-1/2-quart slow cooker; top with beef. Add water, salt and pepper. Cover and cook on HIGH 5 to 5-1/2 hours, or on LOW 9 to 9-1/2 hours, or until beef is fork-tender. (No stirring is necessary during cooking.)
2. Remove beef; cool slightly. Strain cooking liquid; skim fat. Shred beef with 2 forks. Place beef in 2-quart microwave-safe dish; add 1/2 cup cooking liquid.
3. Combine relish ingredients in medium bowl; stir in 1/4 cup salsa.
4. Add remaining salsa to beef; mix well. Cover and microwave on HIGH 8 to 10 minutes or until heated through, stirring once.
Top each tortilla with 3/4 cup beef mixture, leaving 1-1/2-inch border around edge. Top beef with about 1/4 cup relish. Fold right and left sides of tortillas over filling; fold bottom edge over and roll up. Garnish with cilantro, if desired.



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Results from the Mountain Cattle Alliance Sale

August 5, 2014

Lot #		Kind	Average	Consignor	State	Price
1877	1 Load	Steers	650	Randy Dixon Farms	GA	\$240.75
1878	1 Load	Heifers	700	Randy Dixon Farms	GA	\$215.75
1879	1 Load	Steers	650	Akins/Brannen	GA	\$244.00
1880	1 Load	Heifers	600	Akins/Brannen	GA	\$232.00
1881	1 Load	Heifers	700	Brannen Cattle Co	GA	\$217.00
1882	Split Load	Steers Heifers	750 725	Herbie Dixon Farms	GA	219.50 213.50
1883	Split Load	Steers Heifers	600 575	SGCMA	GA	241.00 233.00
1884	1 Load	Steers	800	K & B Farms	GA	\$214.25
1885	1 Load	Steers	660	Charles Shook	NC	\$239.50
1886	Split Load	Steers Heifers	600 580	Charles Shook	NC	\$237.50 \$227.50
1887	1 Load	Steers	800	Jimmy Glace	NC	\$218.25
1888	1 Load	Steers	650	MCA-Rutherford	NC	\$237.50
1889	1 Load	Heifers	650	MCA-Rutherford	NC	\$224.00
1890	1 Load	Steers	760	MCA	NC	\$219.50
1891	1 Load	Heifers	715	MCA	NC	\$213.00
1892	Split Load	Steers Heifers	645 600	MCA	NC	\$232.00 \$222.00
1893	1 Load	Steers	680	Rocky Creek Farms	GA	\$226.50
1894	1 Load	Heifers	625	Rocky Creek Farms	GA	\$217.00





McDowell County Center
60 E Court Street
Marion NC 28752

For up-to-date event schedule
check our Events page at:
<http://mcdowell.ces.ncsu.edu>

Pony Express for NC Mountain State Fair

If you are a craftsman, artist, seamstress, food preserver, beekeeper and wish to enter your items in the Mountain State Fair, participation is EASY! You may bring your item to the McDowell County Extension office, wrapped and packed securely for transport by August 18. These items will be transported to the Mountain State Fair for you for judging and display.

Please label your box with your name and McDowell County. Also include a completed entry form inside the box with the items. Items will be returned by September 19. Any prize money will be mailed directly to you.

**Mark Your
Calendar!**

Compiled and edited by:

Greg Anderson

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Extension Agent
Ag & Natural Resources

Secretarial support by: Cheryl Mitchell

For accommodations for persons with disabilities, contact the McDowell County Center at 828-652-7874, no later than ten business days before the event.