MAKING FORAGES WORK DOWN ON THE FARM

Jason Sandefur Manager Berle Clay Farm Paris, Kentucky

Jason manages the Berle Clay Farm in Paris, Kentucky. The farm has been in the Clay family since the 1770's. The Homestead was built in 1778.

The farming operation consist of approximately 680 acres of orchardgrass-clover, 300 acres of orchardgrass-alfalfa, 210 acres of tall fescueclover, 100 acres of crops, 13 acres of tobacco and 70 acres in roads, buildings, etc.

The cattle operation consist of approximately 225 cow-calf pairs, 275 developing heifers, 175 feeder heifers, 700 stockers, and 210 calves to preconditioning.

In addition to using alfalfa for hay and haylage, Jason uses alfalfa as a summer grazing crop. He typically grazes from early June through mid-September (approximately 100 days). His stocking rate will average approximately 1.8 hd/ac with a stocking density of 10-25 hd/ac. He rotates every 2-5 days. Although there are year to year variations, he usually averages approximately 2.25 pounds per day gain, and usually exceeds 400 pounds per acre at a cost of approximately 0.26 cents per pound of gain.

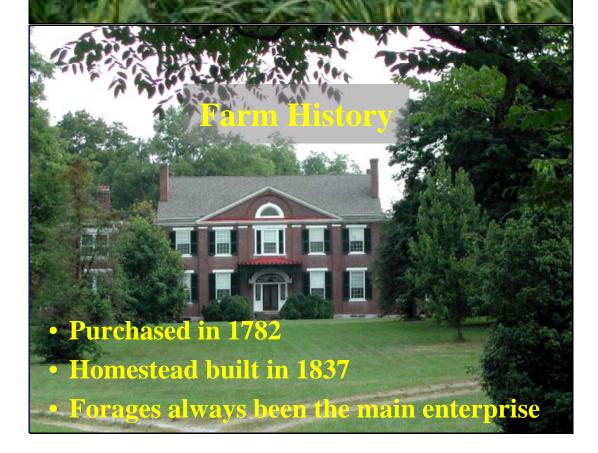
In addition to all of Jason's activities as Manager of Berle Clay Farm, he is also active in KCA and other state and local projects and activities.

In 2001, Jason became the American Forage and Grassland Council's National Forage Spokesman. He earned this high distinction by competing with other forage producers from throughout the USA and Canada. We are very proud of Jason, his program and the recognition he has brought to Kentucky Forages.

> Garry D. Lacefield Extension Forage Specialist University of Kentucky

How We Make Forages Work For Us

Berle Clay Farm - Paris, Kentucky Jason Sandefur, Manager



2007 Inventories

Spring Calving Cows - 220 Fall Calving Cows - 80 Precondition all Calves for CPH Elite Bred Heifers - 180 Stocker Cattle -250 Alf./Orch. Grass Hay-15,500 Bales

Farm Breakdown - 1248 Acres Maury Silt Loam Soil Types

50%-Orch. Grass/Clover - 680 acres
25%-Orch. Grass/Alfalfa - 225 acres
25%-Tall Fescue/Clover - 210 acres
Other - 70 acres

(CRP, roads, woods, & barn lots)

Berle Clay Farm Forage System

Maximize grazing season

Start early with small grain
Graze Alfalfa during Summer
Graze Late on Stockpiled Fescue

Round bale silage for winter feed
Square Bales give added

Flexibility for Diversification

Phasing Ant Grain & Tobacco Enterprises
1997 - 300+ acres corn

Silage and Grain

2001 & 2002 - No corn acres

Cheaper to buy energy sources
Land more suited for raising forages than grain crops

Transferred 300 corn acres to alfalfa acres

To acres/year over 4 year period Why we chose Alfalfa to replace Grain & Tobacco Revenue





- High quality winter feed
- Summer grazing
- Stockpiling of fescue
- Square Bale Flexibility

Round Bale Silage

- 1999 Purchase Wrapper with Phase II money
- 1st cutting Alfalfa, Small Grains, Sudex, & Soybeans
- Replace corn silage with higher protein feed source



How We Make Bale Silage Work

- Wrap 100 bales a day
 - 1 Man loading in Field
 - 1 Man unloading at Wrapper
 - 2 Men rotate hauling on 3 double wagons
 - Hire 1 custom baler



Haylage Production

First Cutting	4.5 Rolls/Acre	1.8 Tons DM
Mow/Rake	\$22/Acre	\$4.88/Roll
Baling	\$8/Roll	\$8
Wrapping	\$5/Roll	\$5
Plastic	\$2.68/Roll	\$2.68
and the second	Cost Per Roll	\$20.56
Net Profit	\$25 - \$20.56 =	\$4.44 x 4.5 =
		\$19.98/Acre
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Winter Bale Silage Ration Cost of Gain – Developing Heifers

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Feedstuff	Consumption	Cost per Day
Alfalfa Silage	38 lbs.	\$.59
Soy Hulls	6 lbs.	\$0.37
Mineral	.25 lbs.	\$.06
Totals	3.2% of BW_	\$1.02
ADG 2.0 lbs.	COG	\$.51 per lb.

Grazing Alfalfa

High quality & high yielding forage for summer grazing
Able to increase carrying capacity by 25% & maintain cattle inventories longer
Allows us to stockpile fescue for winter 2 wells tied together with 30,000+ feet of 2 inch line

Nater System

Supply 24 concrete tanks 8 hydrants for portable tanks

Bloat Prevention

1620 g/ton Rumensin Mineral
50/50 Orch. Grass & Alfalfa
Graze Alfalfa at 75% bud
Avoid grazing clean first year stands
Avoid new paddocks when wet
Rotate Cattle after Lunch

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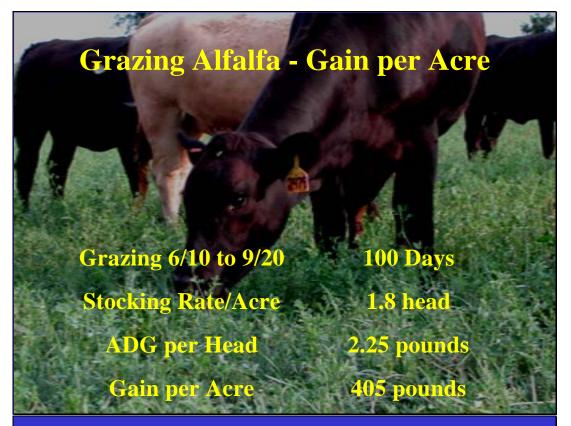
Rotationally Graze To Maximize Utilization





Stocking Rates on Alfalfa

4 - 5 groups of 150 to 200 head
1.3 cow - calf pairs/acre
1.8 head stockers/acre (700-850 LB.)
Stocking density of 10 to 25 hd/acre
Rotate cattle every 2 to 5 days



How We Make Square Bales Work

• Bale 1000 bales a day

- Hoelscher Bale
 Accumulator
- 1 Man Baling
- 1 Man loading
- 1 Man securing loads and hauling to barns
- Market most all hay within 5 miles of Farm



Production Cost

Stand Establishment Costs

Seed Fall Tillage No Till Seeding Lime @ 2 Tons Total \$68 \$15 \$15 \$30 \$128

Production Cost

Fertilize and Stand Annual Cost per Acre Grazing vs. Square Baling

Inputs Stand Cost-6years Potash Cash Rent Total Cost/Acre Grazing \$21.33 \$33.75 \$50.00 \$105.08 Hay Prod. \$21.33 \$101.25 \$50.00 \$172.58

Square Bale Production

3 Cuttings	120 Bales/Acre	2.8 tons DM
Mow/Ted/Rake	\$30/Acre	\$90
Baling/Loading	\$1.50/Bale	\$180
Storage/Delivery	\$.30/Bale	\$36
Baling Cost	Per Acre	\$306
Production Cost	Per Acre	\$172
Net Profit	\$5.50 x 120 =	\$660-\$478=
	\$660	\$182 / Acre

Grazing Alfalfa - Cost of Gain

Alfalfa Cost per Acre Mineral (1620 Rumensin) Vet Cost Interest @ 9.5% Total Cost/Acre Gain/Acre Cost of Gain

\$105.08 \$4.70 \$3.50 \$13.00 \$113.28 405 \$.28

Grazing Alfalfa – Profit/Acre

Value of Gain	\$1.00
Cost of Gain	\$.28
Gain Per Acre	405
Profit per Acre Grazed	\$291
Profit per Acre Baled	\$182
Difference	\$109

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