

# Agriculture

## CENTRAL KANSAS EXTENSION DISTRICT NEWS

*centralkansas.ksu.edu*

**October 2022**

### Upcoming Events

#### November

24 - 25 Thanksgiving -  
Office Closed

29 Central Kansas  
Beef Summit

### Podcast Pick of the Month

Author: Beef Cattle Institute at KSU

Topic: 5 Areas of Risk, Pre-Weaning Mortality, PRF Insurance



This may be a little millennial of me, but the ease of turning on a podcast in the morning on my way to work while I sip my hot coffee is something I have come to enjoy. Whether you're on your way to work, cutting corn in the combine, or checking cattle, podcasts can bring the information & education straight to you.

Check out this month's Podcast Pick of the Month. Listen to Dr. Phillip Lancaster, Dr. Bob Larson, Dr. Dustin Pendell, and Ag Risk Consultant Ross Bronson discuss 5 Areas of Risk, Pre-Weaning Mortality, and PRF Insurance. All you have to do is pull up your camera on your smart phone, point it towards the QR code, and click the link. You can also find it at <https://www.centralkansas.k-state.edu/livestock>

### Feed Testing - Things to remember



Fall is almost here. Which means the time for forage and hay testing is approaching. Whether your feeding it to your own livestock or selling it, knowing an accurate nutritive value of your feedstuffs is a vital tool for proper management practices.

When sampling hay, you'll want to ensure you are submitting a sample for each 'lot' of hay, which is defined as up to 200 tons of dry matter baled from the same field, cutting, and stage of maturity. For example, you wouldn't want to collect samples from hay that was cut at different times, even if it is from the same field, and vice versa. A silage lot is similar, in which it consists of forage from the

same field, cutting, maturity, and harvest date.

#### A few things to remember

- When sampling forage or hay, collecting an accurate or well representative sample is extremely important.

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*[ksre.k-state.edu](http://ksre.k-state.edu)*

Kansas State University Agricultural Experiment Station and Cooperative Extension Service

- When sampling standing forage, it is suggested you collect eight samples at grazing or harvest height from a 1 sq. foot area at each of those eight locations. You can then ‘sub-sample’ from each to create one accurate sample.
- When taking sample of hay, always use a hay probe or core sampler. It is suggested you collect from 15-20 bales in that specific ‘lot’ of hay. You can then ‘sub-sample’ from each to create one accurate sample.
- When taking a sample of silage, collect 2 gallons from about 10 locations and mix them in a clean container. It is suggested that you remove 2 to 3 feet of the top silage to avoid sampling spoiled material. Combine all samples together and collect a subsample for analysis.
- Try and submit your sample for testing immediately or soon after you’ve collected it. This only increases the accuracy of the sample.

#### Testing at the extension office

1. Bring in a proper sample of the feedstuffs you would like to be tested to the extension office.
2. Feed will be transferred in to the proper bag to be sent off for testing.
3. Results & billing will come directly to you via email or mail.
4. If you need help interpreting testing results or developing a ration, feel free to give Justine a call at 785-392-2147.

For those that do not have hay probes, the extension office has two hay probes available for producers to check out. If needed, a \$150 deposit is required and will be returned once the probe is returned. Probes must be returned in good condition.

By Justine Henderson, Livestock Production Agent

## **Livestock Risk Protection – What is price insurance worth?**

*By Jennifer Ifft, Agricultural Policy Extension Specialist and Sandy Johnson, Extension Beef Specialist, Colby*

Livestock Risk Protection (LRP) is price insurance that pays out when market prices for feeder cattle (or fed cattle) are lower than expected. For example, if a producer calves in March and sells weaned calves around September, they can purchase LRP in March and “lock in” September futures prices. If by September, actual prices are lower than expected, they may receive a payment, or indemnity.

Two primary questions on insurance are “how much does it cost?” and “how much will I get paid?” Insurance also involves a “guarantee” or an estimate of how much revenue you can expect to receive for your cattle. The guarantee can help a producer understand (1) how much money is at stake and (2) the value of insurance.

In the example below, we show the LRP guarantee for a producer who is calving in September

2022 and plans to sell 50 calves in April 2023. If the producer purchased an LRP endorsement for ‘unborn steers and heifers’ on June 28, they would have selected a coverage price in the range of \$172 to \$191 per cwt, with producer premiums ranging from \$2.13 to \$7.48 per cwt. The producer must also select a target weight that, in addition to the coverage price, determines the LRP guarantee: coverage price times the target weight. For this example, we assume a target weight of 550 pounds or 5.5 cwt.

<b>Table 1. LRP guarantee and premium for different coverage prices</b>			
	<b>\$191.09</b> (99.7% coverage level)	<b>\$182.69</b> (95.3% coverage level)	<b>\$172.19</b> (89.9% coverage level)
Guarantee per head	\$1,051	\$1,005	\$947
Producer premium per head	\$41	\$26	\$12
Total Guarantee	\$52,550	\$50,239	\$47,352
Total producer premium	\$2,057	\$1,323	\$586

*Note: Premiums are estimates only for June 28, 2022; coverage prices and premiums change on a daily basis based on market fluctuations. The LRP expected price for April 2023 feeder cattle (unborn steers and heifers) is \$191.64/cwt. Guarantees and premium estimates are rounded to the nearest dollar. The total guarantee and premium are based on 50 head of 550-pound calves.*

*LRP indemnities make up the difference between the total guarantee and actual revenue, or on a per cwt basis: (coverage/expected price x target weight) – (actual price x target weight). Why does a producer need to consider the guarantee, in addition to the premium? First, understanding how the guarantee is calculated can help a producer understand sources of risk that LRP does not cover. While the LRP guarantee is based on national prices, producers could also experience larger drops (or increases) in their local or cash price than in the futures market (on which LRP prices are based). Second, knowing the value of the guarantee can help a producer better understand the amount of income at risk from price declines and the potential value of LRP to their operation. Third, estimates of expected revenue based on the LRP guarantee might be valuable for a lender, potentially leading to additional credit being extended or more favorable terms.*

To summarize, the LRP guarantee is a measure of the income that LRP can protect for a cow-calf operation. Understanding the amount of revenue at risk or the insurance guarantee, as well as local price risk, is an important aspect of the insurance decision.

# What Producers Should be thinking about in October

## **BEEF -- Tips by Dale Blasi, Extension Beef Specialist**

### *Cow Herd Management*

- Given unforeseen weather and market price volatility, price byproducts, grains and other feedstuffs on a per nutrient basis.
- Do you have sufficient harvested forage to encounter a potentially severe winter feeding season?
- Conduct an inventory of harvested forages and determine if you have an adequate supply on hand.
- Pregnancy check.
- Cull cows because of:
  - Open
  - Late vs. Early calving
  - Soundness - udder, feet/legs, eyes, teeth, disposition
  - Productivity - Most Probable Producing Ability (from herd performance records)
  - Disposition
- Body Condition Score - Provide thin cows (body condition score 3s and 4s) extra feed now. Take advantage of weather, stage of pregnancy, lower nutrient requirements, and quality feedstuffs.
- If body condition scores warrant it, you may want to start feeding supplements in late October to mature cows using these guidelines:
  - Dry grass      1½ - 2 lb. supplement/day of a 40% CP supplement
  - Dry grass      3 - 4 lb. supplement/day of a 20% supplement
  - Dry grass      10 lb. good nonlegume hay, no supplement needed  
(heifers may need more supplement than older cows)
  - Supplement nutrients that are most deficient.
  - Compare supplements on a cost per pound of nutrient basis.
- Utilize crop residues.
  - Grazing crop aftermath can reduce daily cow costs by 50¢ or more.
  - Strip graze or rotate fields to improve grazing efficiency.
- Average body condition cows can be grazed at 1 to 2 acres/cow for 30 days assuming normal weather.
- Consider feeding cull cows to increase value, body weight and utilize cheap feedstuffs. Seasonal price trends have allowed producers to take advantage of maximum profit opportunities with cull cow feeding programs. Healthy cows can gain extremely well on well balanced diets.
- Check individual identification of cows. Replace lost tags or redo brands.



# 2022 CENTRAL KANSAS BEEF SUMMIT

Tuesday, November 29<sup>th</sup> - 8:30 a.m. in Salina, KS



HEAR FROM INDUSTRY SPECIALISTS AND ASK OUR CRISIS MANAGEMENT PANEL QUESTIONS!

## Program Schedule

- 8:30 a.m. Registrations / Coffee & Donuts
- 9:00 a.m. Welcome & Introductions
- 9:10 a.m. **Weather Summary and Outlook- Chip**  
Redmond, Kansas Mesonet
- 9:40 a.m. **Managing Pasture & Grasslands**  
**Through Drought** - Doug Spencer, NRCS
- 10:30am **Market Outlook & Update** – Dr. Glynn  
Tonsor, KSU
- 11:00 a.m. Coffee Break
- 11:10 a.m. Breakout Sessions
1. **Introduction of the Office of Farm and Ranch Transition**- Ashlee Westerhold, KSU
2. **Livestock Risk Protection (LRP) & Pasture, Rangeland, and Forage (PRF)**  
– Dr. Jennifer Ifft, KSU
3. **Blue Green Algae** – Dr. Joe Gerken, KSU
- 12:00 p.m. Lunch
- 1:00 p.m. Break Out Sessions (Same as above)
- 2:10 p.m. **Crisis Management Panel**
- 2:50 p.m. Wrap Up

Scan the code  
with your  
phone camera  
to register!



## REGISTRATION

[https://kstate.qualtrics.com/jfe/form/SV\\_b8lp048Nb41OaZ8](https://kstate.qualtrics.com/jfe/form/SV_b8lp048Nb41OaZ8)

OR

Contact any local extension agent listed below.

## COST

Cost is \$10 if you register by November 22nd.

Late registration at the door will be \$15.

## LOCATION

Saline County Livestock & Expo Center -  
**4H Building** - 900 Greeley Ave, Salina, KS

Central Kansas: Justine Henderson (785) 392-2147

Post Rock: Blaire Todd (785) 738-3597

Phillips-Rooks: Rachael Brooke (785) 425-6851

River Valley: Kaitlyn Hildebrand (785) 243-8185

Cottonwood: Alicia Boor (620) 793-1910

Midway: Clinton Laffin (785) 483-3157

Kansas State University is committed to making its services, activities and programs accessible to all participants. If you have special requirements due to a physical, vision, or hearing disability, contact Justine Henderson (785) 392-2147.  
Kansas State University Agricultural Experiment Station and Cooperative Extension Service  
K-State Research and Extension is an equal opportunity provider and employer.

## Registration Info

**Credit Card: (\$60)**

<https://commerce.cashnet.com/FRTRANSITION>

**FRTRANSITION**

**Mail: (\$60)**

**See reverse side for instructions**

**Deadline: December 1, 2022**

### Information:

**Ashlee Westerhold**

**ashleecw@ksu.edu**

**Rhonda Lund**

**rlund@ksu.edu**

**If you are interested in being an exhibitor, please contact**

**[agkansitions@ksu.edu](mailto:agkansitions@ksu.edu)**



# K-STATE

## Research and Extension

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## 2022 Succession Planning Conferences

**City Limits Convention Center**

**2227 S. Range**

**Colby, KS - December 13th**

**Tony's Pizza Event Center**

**800 The Midway**

**Salina, KS - December 14th**

**Neosha Valley Event Center**

**S. Hazen Street**

**Erie, KS - December 15th**

## CONFERENCE SCHEDULE

**8:30 - Registration**

**(coffee, juice, snacks)**

**9:00 - *Keynote - Dr. Shannon Ferrell,***

**Associate Professor,**

**Oklahoma State University**

**Agricultural Law**

**12:00 *Lunch - Introduction to the Office***

***of Farm and Ranch Transition,***

***Ashlee Westerhold, Director***

**1:00 - *Lawyers Role in Succession***

**1:30 - *Peer Panel on Succession***

**3:00 - *Adjourn***

## 2022 Kansas State University

# Farm and Ranch Transition Conferences

**THREE LOCATIONS Offered**

**December 13th - Colby, KS**

**December 14th - Salina, KS**

**December 15th - Erie, KS**

**Pick the location that works best for you!**



# AgKansitions

**Protecting Your Ag Legacy**

**Kansas State University  
Department of Agricultural Economics**



# Keynote Speaker

**Dr. Shannon Ferrell**  
Associate Professor, Oklahoma State  
University, Agricultural Law

Shannon grew up on a cattle and wheat operation in Western Oklahoma, and obtained his Bachelors and Masters degrees in Agricultural Economics from OSU before obtaining his Juris Doctorate from the Oklahoma City University School of Law with endorsements in Estate Planning and Business and Financial Services Law. Shannon spent a number of years in full-time private practice before joining OSU in 2007.

As an educator and speaker, Shannon helps audiences all over North America understand the fundamental legal elements of farm business management and farm transition planning. He has provided presentations and workshops to a cumulative audience of over 30,000 across the U.S. and Canada while authoring over fifty publications, including serving as lead author on the Farm Transition Workbook. In addition, he has testified before Congress and the Oklahoma state legislature on multiple policy issues involved in farm transitions from regulatory barriers to retirement savings for farmers and ranchers. In private practice, he helps farm families with both the conversations involved in forming the best transition planning approach and creating the mechanisms to make their transitions successful.

**KANSAS STATE**  
UNIVERSITY

Agricultural Economics

## Register:

Credit Card: (\$60)

<https://commerce.cashnet.com/FRTRANSITION>

**FRTRANSITION**

**Mail: (\$60)**

**Send form below with check for \$60 made out to KSU Extension to:**

Rhonda Lund  
Dept. of Agricultural Economics, KSU  
1603 Old Claflin Place  
Manhattan, KS 66506

**Deadline: December 1, 2022**

The Office of Farm and Ranch Transition provides critical services for beginning farmers/ranchers in Kansas and transitioning farmers/ranchers wanting to plan for succession.

The office has three main objectives:

1. Development of a land-link program to introduce exiting landowners with beginning farmers/ranchers through an application and curated matching process.
2. Provide one-on-one technical services to facilitate transition of an existing farm/ranch operation.
3. Develop an extensive training program for beginning farmers/ranchers to master critical financial and business skills.



**AgKansitions**

Protecting Your Ag Legacy

## 2022 Farm and Ranch Transition Conference

**I will attend:**

- \_\_\_\_\_ Colby, KS - December 13th
- \_\_\_\_\_ Salina, KS - December 14th
- \_\_\_\_\_ Erie, KS - December 15th

**See more information at**  
[www.agkansitions.org](http://www.agkansitions.org)

**Or email:**  
[agkansitions@ksu.edu](mailto:agkansitions@ksu.edu)

**KANSAS STATE**  
UNIVERSITY

Agricultural Economics

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State/Zip: \_\_\_\_\_

Phone: \_\_\_\_\_

Email: \_\_\_\_\_

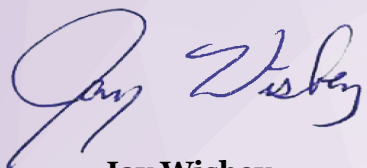
**Central Kansas Extension District  
Minneapolis Office**

307 N. Concord, Suite 190  
Minneapolis, KS 67467-2129

Address Service Requested

The enclosed material is for your information. If we can be of further assistance, feel free to call or drop by the Extension Office.

Sincerely,



**Jay Wisbey**  
District Extension Agent  
Crop Production  
jwisbey@ksu.edu

**Salina Office**  
K-State Polytechnic  
2218 Scanlan Ave.  
Salina, KS 67401-8196  
785-309-5850  
Fax: 785-309-5851



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