

# **Building Herd Performance through Heifer & Cow Management**

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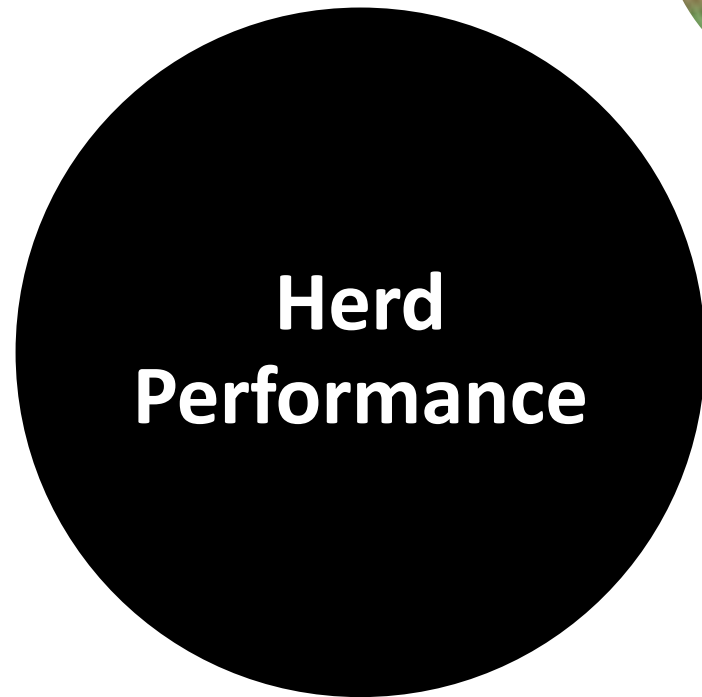
**2016 cow-calf profit predicted  
to average \$295 per cow  
A 40% decline from the average  
profit of \$495 per cow in 2015**

**MANAGEMENT**

A photograph of a sunset over a grassy field. The sky is filled with large, billowing clouds in shades of orange, yellow, and blue. The sun is low on the horizon, creating a warm glow. In the foreground, several cows are grazing in the field. Some are dark-colored, and others are reddish-brown. The overall scene is peaceful and scenic.

**You Can't Manage  
What You Don't  
Measure**





**Nutritional**



**Reproductive**



**Genetic**

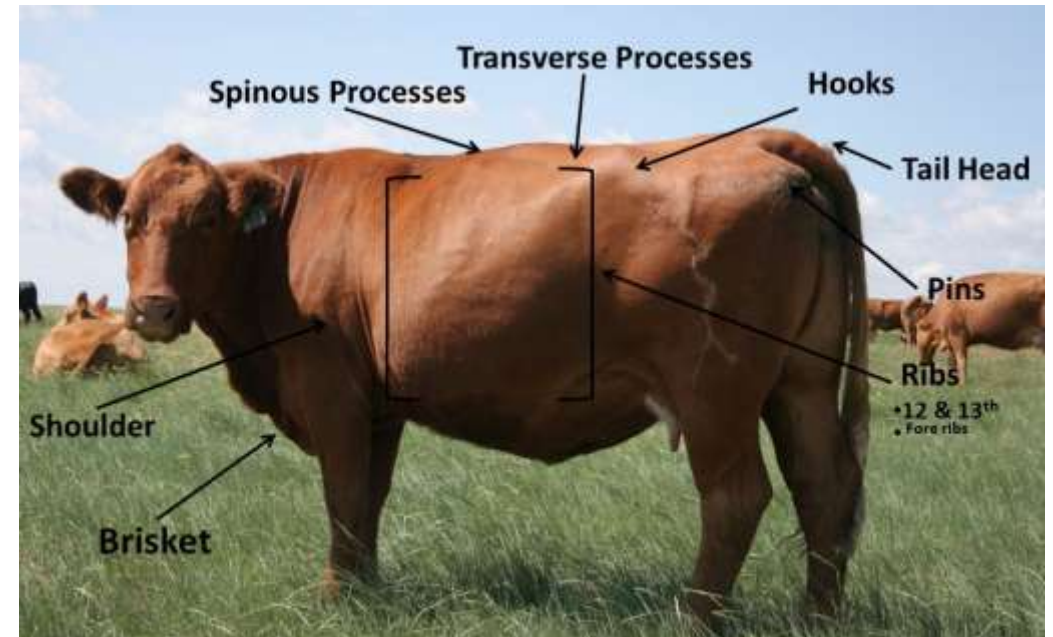
# **Nutrition**



- **Body Condition Score**
- **Winter Supplement**
- **Mineral Program**
- **Management of feed cost**

# Body Condition Score

- Body condition score (BCS) is an indicator of body energy reserves (Wagner et al., 1988; Houghton et al., 1990)
- Increasing BCS by 1 point = 75 to 100 lbs of body weight
  - Dependent on frame size
- Manage cows according to BCS and nutrient requirements
  - 1st calf heifers and thin cows
  - Maintenance diet herd
  - Calving season



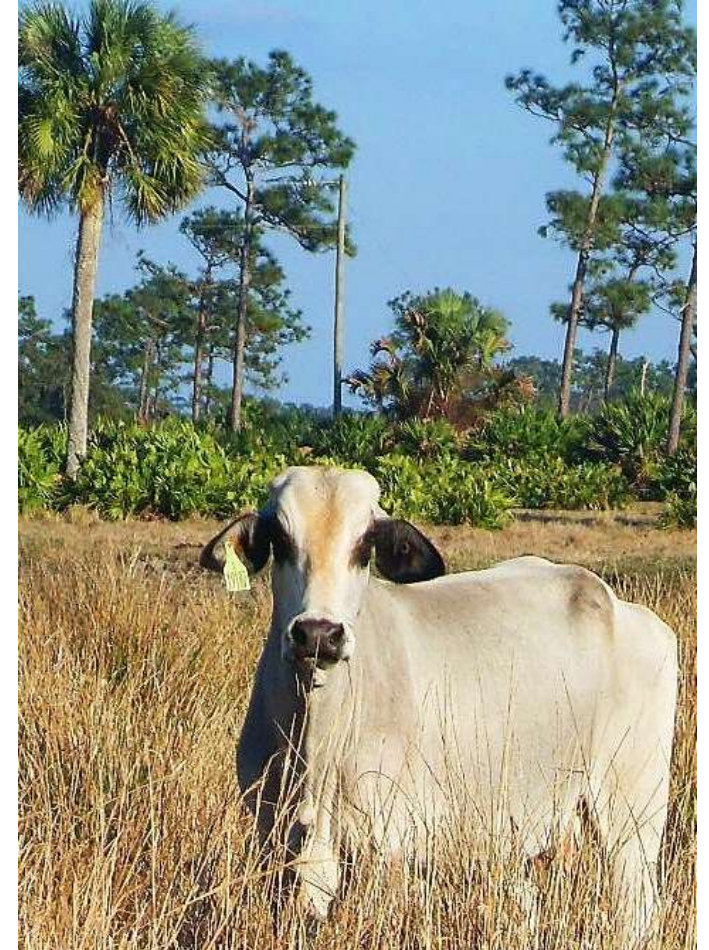
**Cows that calved in  
a BCS 5  
stay in the  
annual production  
cycle**





# Management

- **Manage herd to maintain BCS of 5+**
  - **Whole herd count every two week**
  - **Count number of cows >4**
  - **TARGET: 15% or less**
    - **Track % Change**
  - **Sort by age/calving season**
  - **Have a plan**







- **Breeding Season**
- **Calving Distribution**
- **Pregnancy Checking**
- **Artificial Insemination (AI)**

# Breeding Season



***Breeding Season =  
Calving Season***

# Management

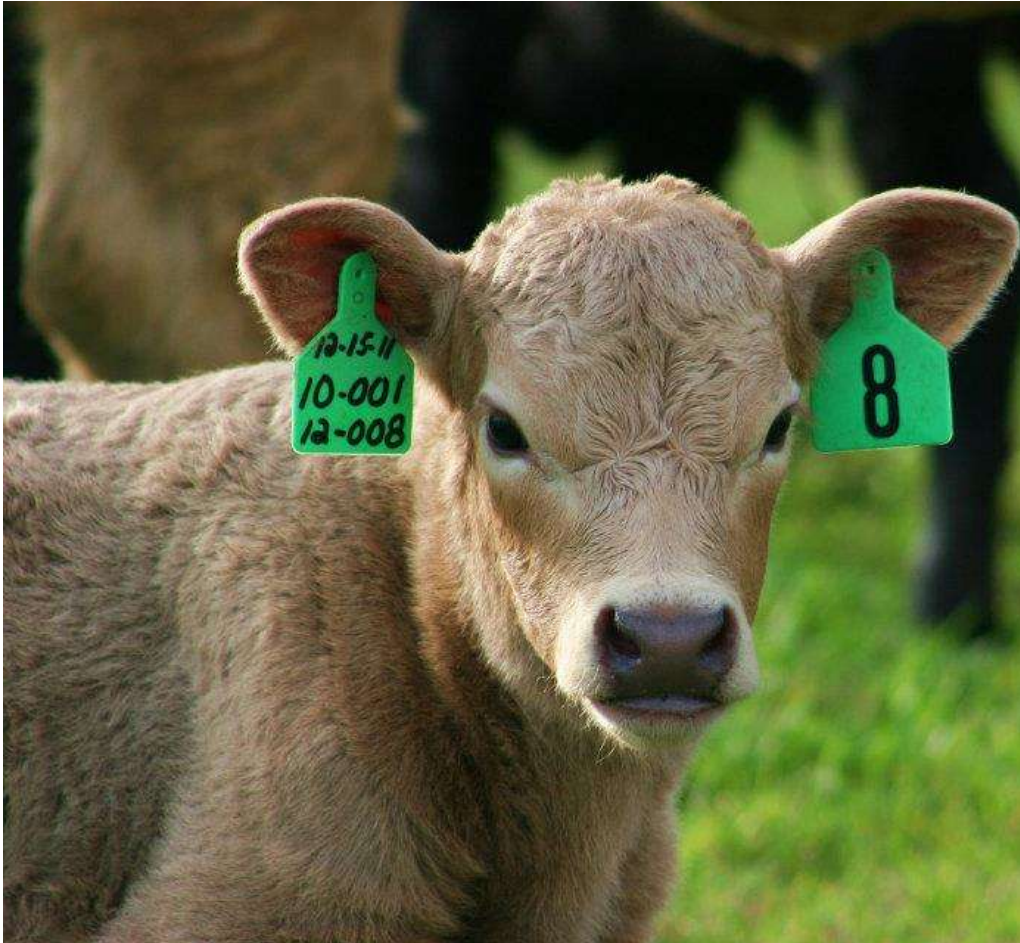
## Pulls the Bulls or Not?

50 Head	Breeding Season	No Breeding Season	Difference
Annual Preg Rate	90%	85%	
% Calf Crop	95%	92%	
HD Weaned	42.75	39.1	3.65
Weaning WT	485	450	35
Lbs Calf Sold	20733.75	17595	3138.75
\$1.66/lbs	\$34,418.03	\$29,207.70	\$5,210.33
Trips to Sales	1	4	





# Management



- **365 Day Breeding Season Management**
  - **Small changes are big**
    - **Preg Check and Semen Check**
    - **Replace 1 or 2 outliers a year**
    - **Cull unproductive cows**
  - **Manage through nutrition**

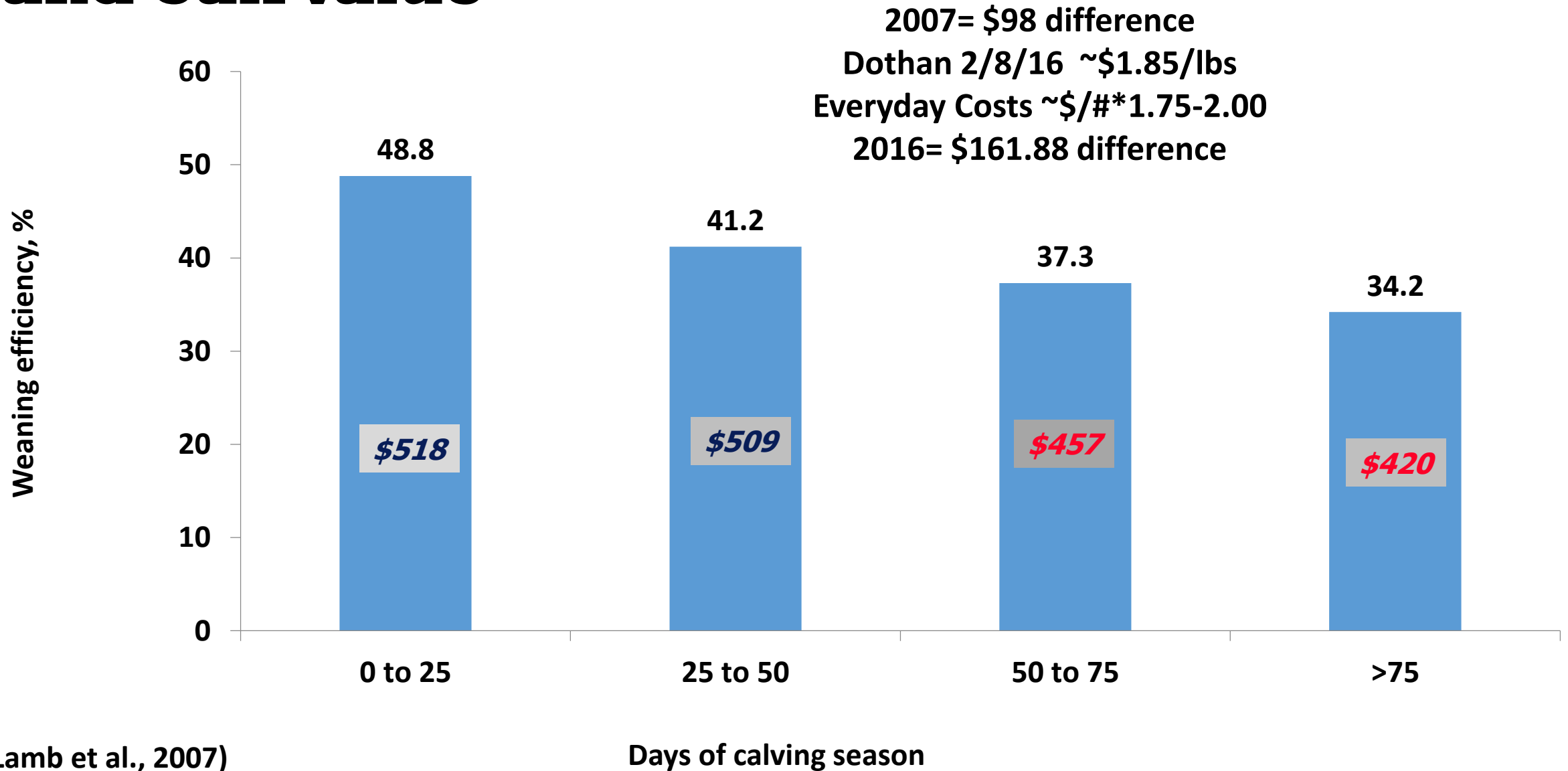
# Nutrient Requirements by Production Phase

	Mature Cow		1 <sup>st</sup> Calf Heifers	
	TDN	CP	TDN	CP
Calving	59.2%	10.5%	60.6%	10.5%
Breeding	55.1%	8.7%	57.0%	8.9%
Dry/Bred	47.4%	6.6%	50.9%	7.3%
Heavy Bred	54.6%	8.6%	58.3%	9.0%

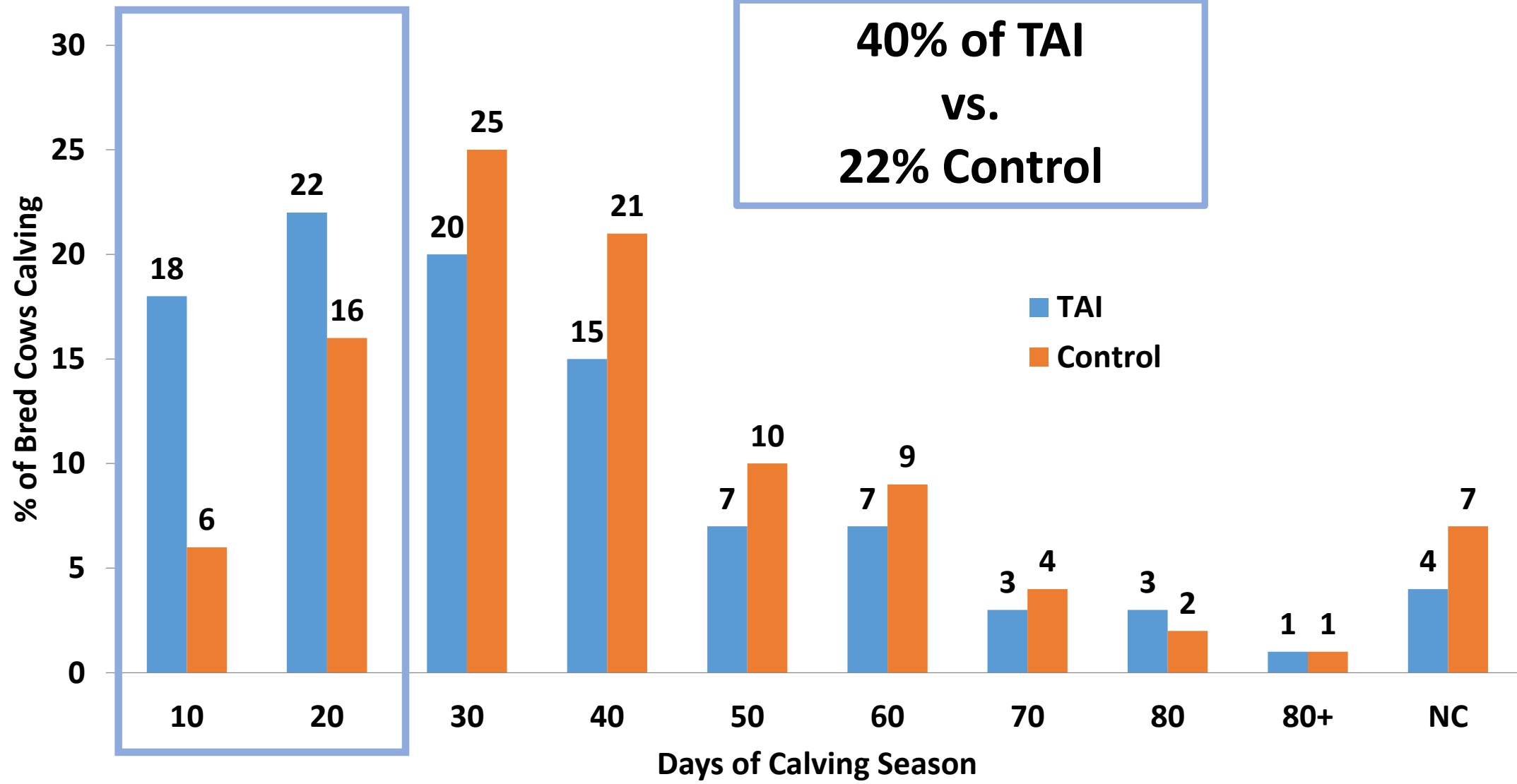
- On a dry matter basis
- Based on dry matter intake of 2.0% of body weight



# Relationship between Calving Distribution and Calf Value



# **% of Cows calved by 10-d increments of the calving season.**



# Natural Service Synchronization

- Use hormones to synchronize estrus
- Turn bulls out
- Goal to increase the number of cows calving in first 21 days of calving season





# Management

## Calving Distributing

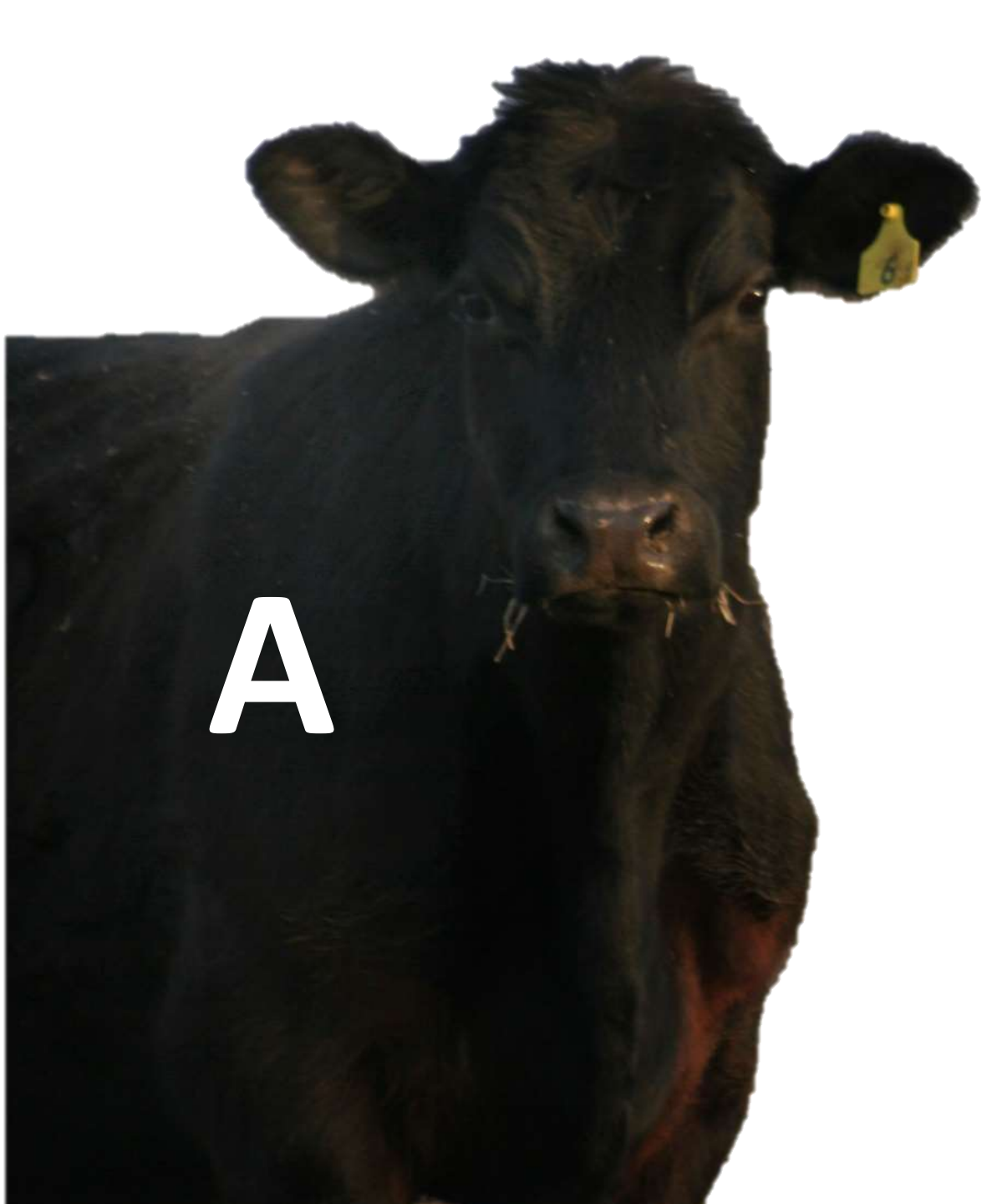
- Number of calves born in 21 day period
  - Start of breeding season +21 days
  - 3<sup>rd</sup> mature cow has calved
- **TARGET: 50% in first 21 days of calving season**
  - 21 day calf counts for 63 days (3 estrous cycles)



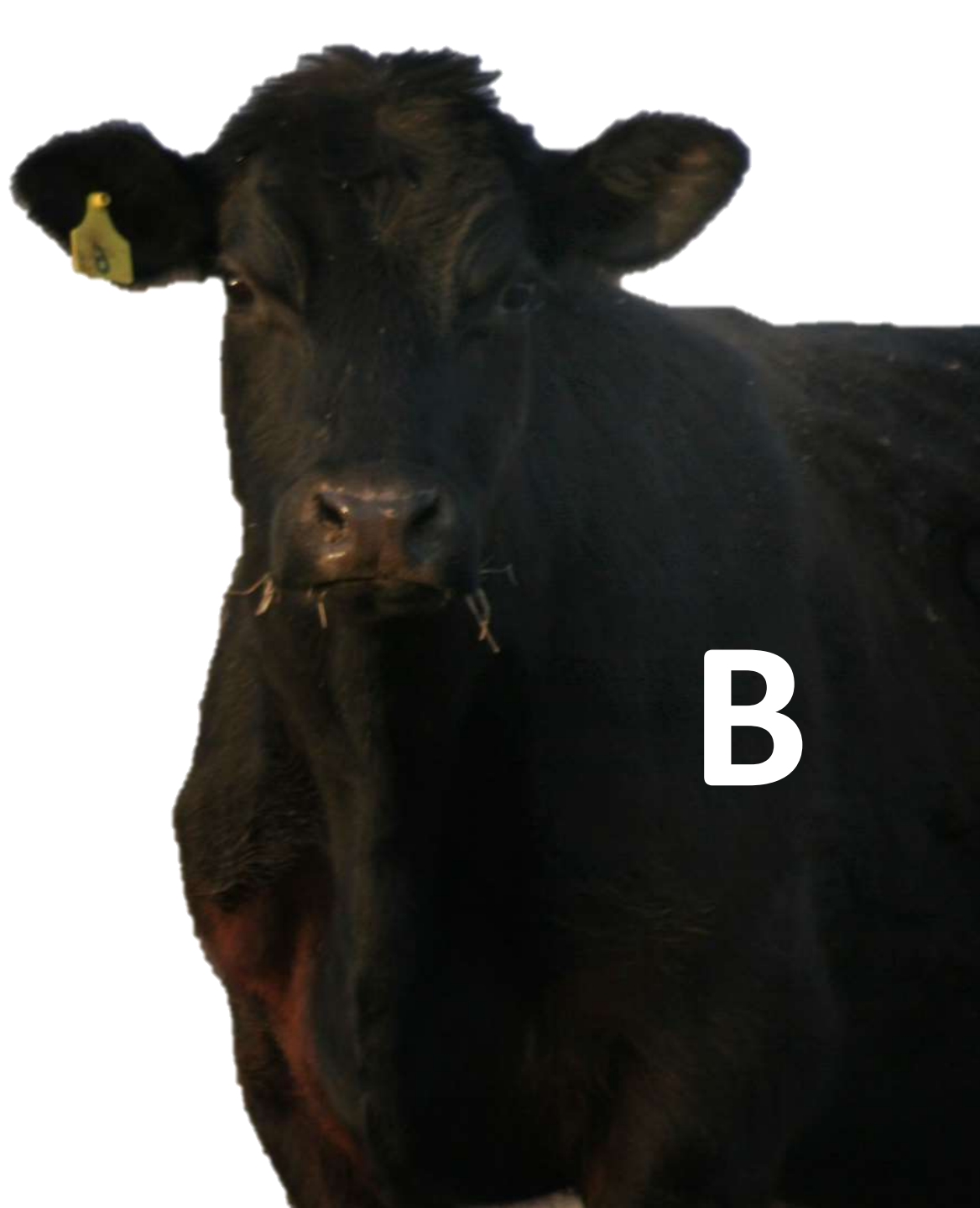
# Genetics



- **Value of a Cross Bred**
- **Selection/Culling Program**
- **Develop Genetic Direction**



A



B



# Management

- **Development of a culling strategy**
    - **STICK TO IT!**
  - **Skip Method: What's the cost?**
  - **Salvage value of cows = 10%- 20% income**
    - **\$900 salvage value – (\$350 Annual Cow Cost x 2)**
    - **Determine rate of replacement**
- **Pregnancy status**
  - **Poor performance**
  - **Age**
  - **Mouth**
  - **Udder**
  - **Structural soundness**
  - **Health problems**
  - **Disposition**

# **Replacement Heifer Development**

- **Manage to meet your goals**
  - **Target ADG (Mature Cow WT\*60%)/(Days till breeding – 21)**
- **Understand your cost**
  - **Depreciation**

**Purchase Price or Replacement Cost – Salvage Value**  
**Productive Years in the Herd**

**\* Replacement Cost includes development + Wean Value**

# 2016 Cost of Replacement

$$\frac{(\$550 \text{ Development} + \$800 \text{ Wean Value}) - \$900}{7 \text{ Years of Production}} = \$64/\text{Hd}$$



# 2016 Cost of Replacement

$$\frac{(\$550 \text{ Development} + \$1050 \text{ Wean Value}) - \$900}{7 \text{ Years of Production}} = \$92/\text{Hd}$$





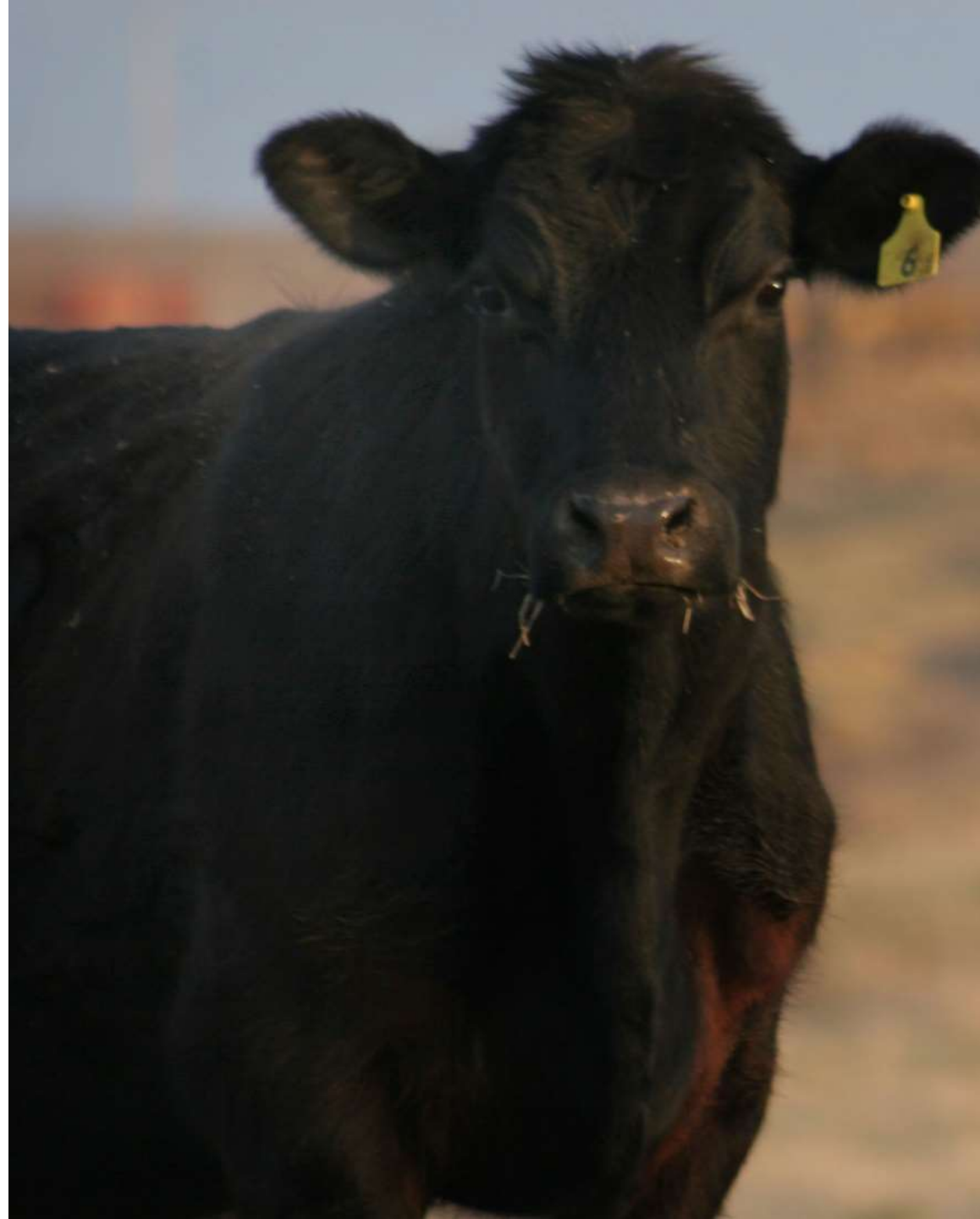
# **Panhandle Replacement Heifer Development**

- Economic of Scale
- Expert Reproductive and Nutritional Oversight
- NFREC in Marianna, FL



# Performance Through Management

- Develop a plan
- Keep records that aid in decision
- Execute at the herd level



# Panhandle Agricultural Connection



Panhandle  
**AGRICULTURAL**  
CONNECTION

**FSA**  
FARM SERVICE AGENCY

**UF**

**IFAS Extension**  
UNIVERSITY of FLORIDA





***Thank You***  
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# Annual Production Cycle

