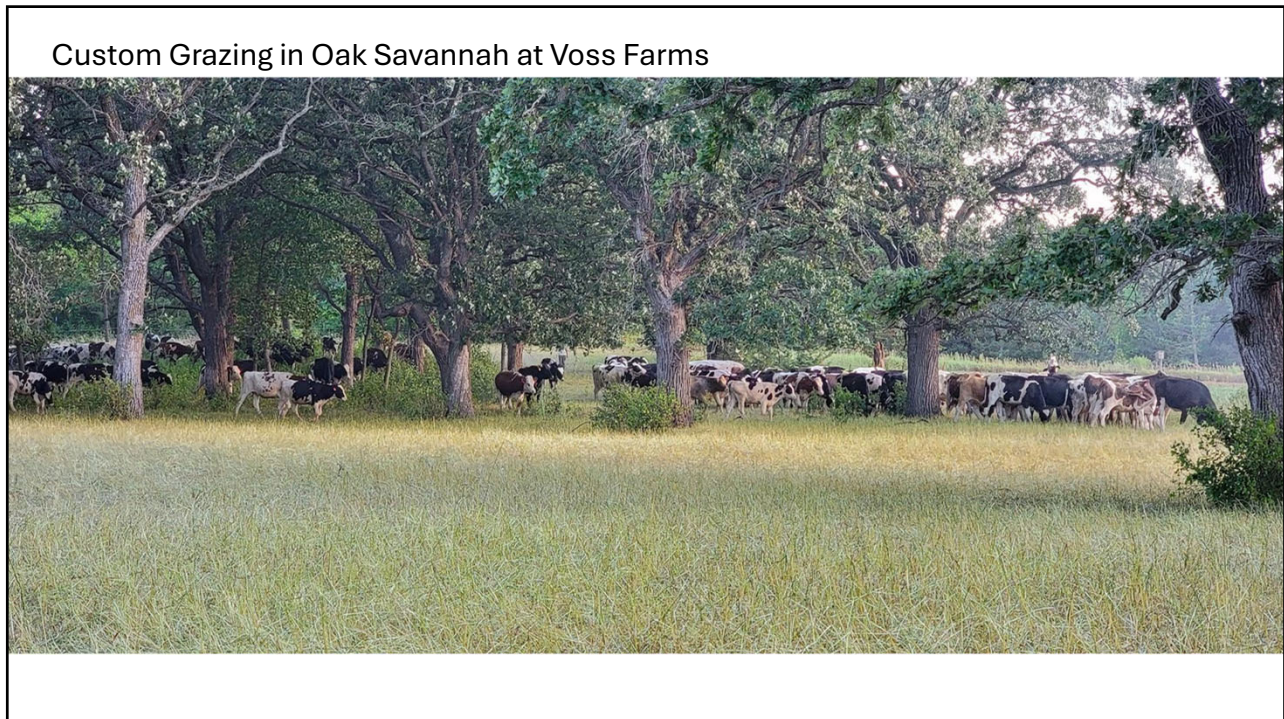




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Custom Grazing Organic Dairy Replacement Heifers and Nursing Cow/Calf Pairs



3



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8

Discovery

- Who holds/controls the land?
- Private or Public
- State, Federal
 - What rules govern lease agreements?



9

Identify Resource Goals

- Having these conversations between the land managers and grazing party is critical.
 - These conversations should be ongoing throughout lease period.
 - We communicate before, during, and after each grazing season.
- If our management degrades the resource then NO ONE benefits.
 - The land resource will suffer and so will livestock performance in time.
 - Are each party's goals realistic?
 - Example-Oak Savannah restoration project

10

This is the Goal

- How many acres can we accomplish this on and are we allowed to use the appropriate tools?
- How are we measuring success or failures of the management?
- Is the vision realistic?



11



This was what we had to work with.

12

Cheap Grass???

- Evaluate forage production and quality prior to agreeing to lease terms if possible.
 - This takes boots on the ground and more than a windshield evaluation
 - Consider taking brix readings
 - How long since the last grazing event
 - Maybe there is an opportunity to gain a new lease due to poor management historically
 - What does this mean for the party grazing?
 - Select the correct class of cattle to manage for improved forage quality.

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Don't confuse Disruption with Degradation

- We push/encourage ecological advancement with planned, purposeful disruption.
- Acute vs Chronic disruption
- Each party in a lease agreement should identify their goals and make a plan, with contingencies, to achieve those goals.
 - Communicate
 - Record-write it down

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Under Promise and Over Deliver

- We approach each opportunity with a mind-set of not what we can get but what we can achieve with good management.
 - A resilient forage supply
 - High brix forage that the grazing livestock can't help but thrive on

15

What do I do in a flood?

- Does the grazer agree to pay for:
 - Acres
 - AU's
 - This is where communication is Key.



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Flooding...during a drought??



17

What about Drought?

- Something has to give if conditions developing aren't conditions planned.
 - De-stock
 - Add Acres
 - Supplemental feed-If an option

18

Clipping

- Does the land holder expect mechanical clipping to be done?
 - How often?
 - For what purpose?

19

Be prepared to walk away if needed.

- Maybe walking away is best, at least for now.
 - Or until changes occur.
 - Example: controlled burn

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Consider generation transition on leases.

- Situations can change when the older generation pass the duties on to the next generation.
 - Spicer Farm
 - DNR and WMA's
 - 6 years before first opportunity compared to today

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Identify your risk tolerance

- Part personality
- Part Age
- Whatever it is be honest with yourself.

22

Don't be afraid to pursue goals

- Remember goals have to be first identified and supported with your “why”
- I suggest if you are not a little uncomfortable you may not be trying hard enough.
 - Risk should not keep us from sleeping at night.

23

Planning and Developing Lease agreements

- Develop a multiple year plan for your side of the contract.
- Review leases you can gain access to from leases that have worked well for both parties in the past.
- Avoid putting all your eggs in one basket.
 - Reality of public land leases ending due to any number of influences

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Conduct your business:

- Professionally
 - Use your frontal lobe
 - Avoid acting on emotion
 - Something to be learned from every agreement/relationship
- Keep the cowboying on the range
- Take notes with whatever method you choose
 - Written
 - Take pictures (and videos) with that computer in the pocket

25

Develop your Skills in Advance

- Right to practice?
- If you can effectively demonstrate positive animal and land stewardship opportunity will present itself.
 - This means you may have to work for others first.
- Take the time to do things well. Patience is a virtue for a reason.

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Thanks!

• doug_voss27725@gmail.com