

# Managing the Grazing Dairy

67th Annual Virginia State Feed Association Conference & Nutritional Management "Cow" College

Roanoke, VA

Thursday February 21st, 2013

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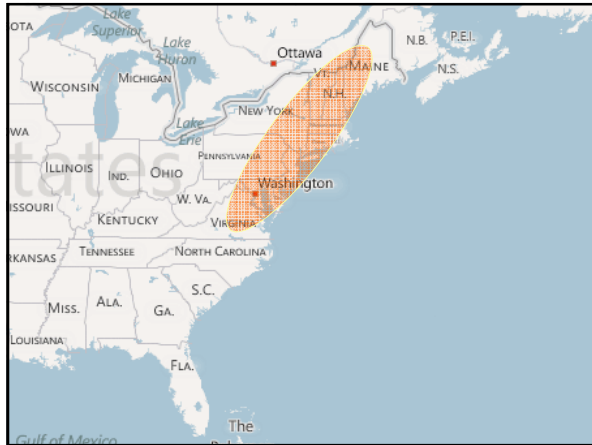
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**About Our Farm...**

- 55 Acres of Pasture
- 75 Registered Jersey Milking Cows
- 75 Jersey Heifers
- 45 Jersey Steers & Veal Calves
- Rotational Grazing
- Seasonal Breeding

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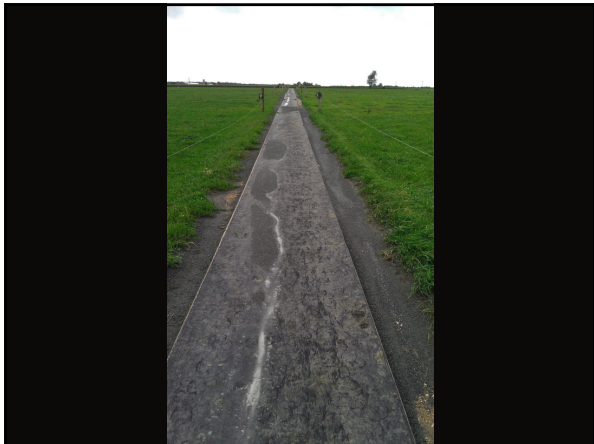
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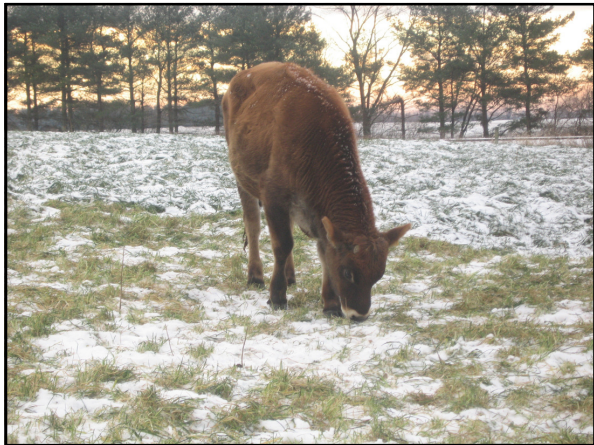
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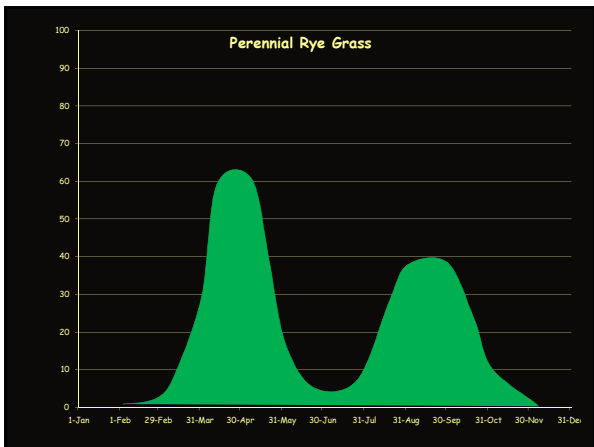
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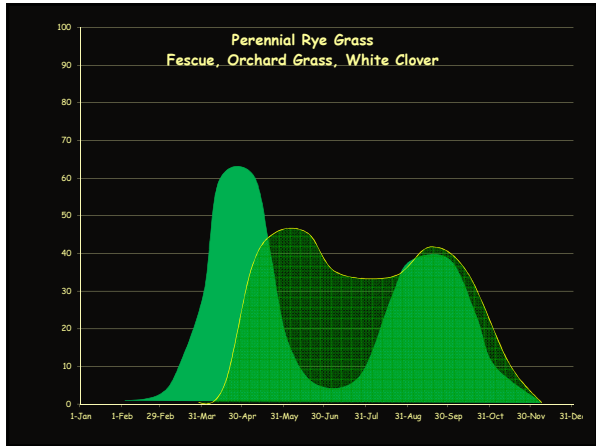
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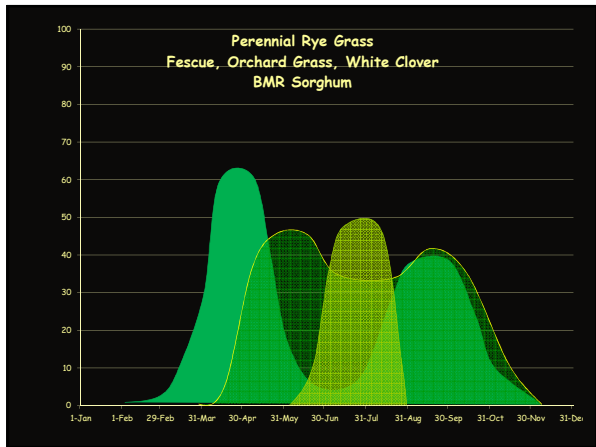
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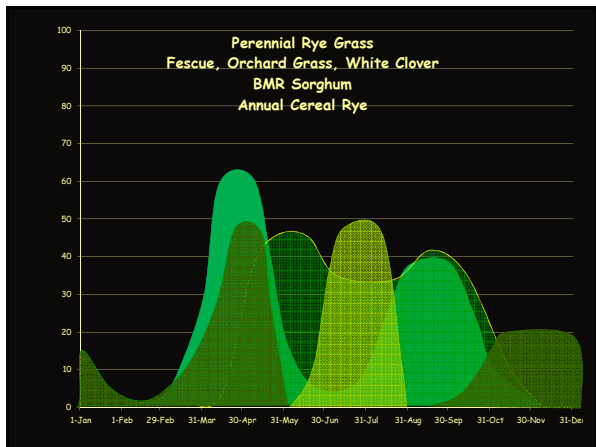
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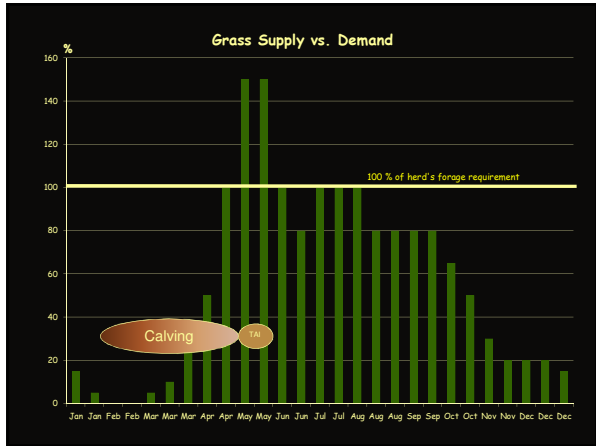
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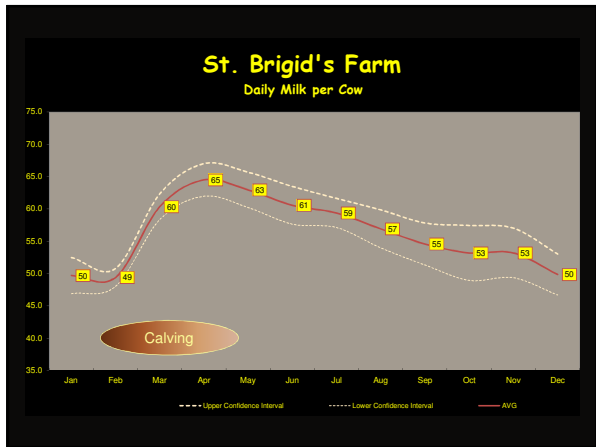
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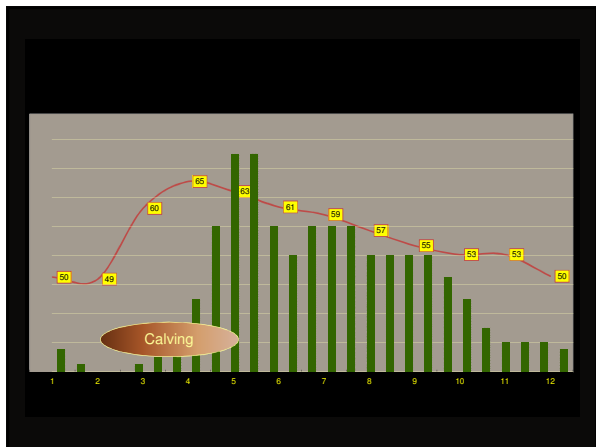
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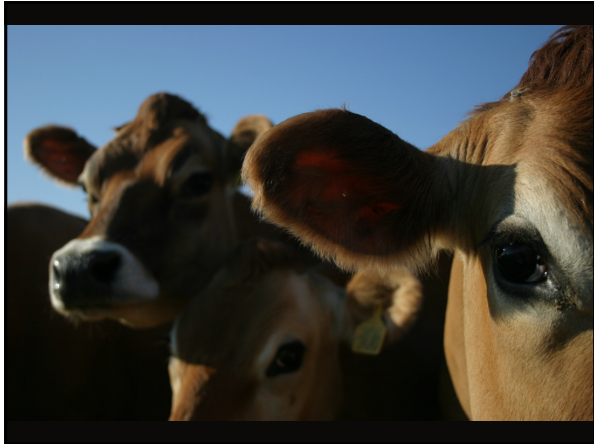
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**Grass**

- o Costs of production (\$/cwt ECM) for different systems in over 40 countries
  
- o Tie Stall Barns            \$28/cwt
- o Free Stall Barns            \$21/cwt
- o Dry Lots                      \$17/cwt
- o Grazing                        \$12/cwt

International Farm Comparison Network (IFCN)  
2008-2010

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**Finding the proper balance...**

- o Stocking density
- o Occupation period
- o Rest period

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"Managed Intensive Grazing is not simply turning cows out to pasture but rather; helping grass grow and guiding the cow to harvest it properly".

André Voisin 1903-1964

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### Waste No Grass!



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### Grazing Nutrition & High Milk Production



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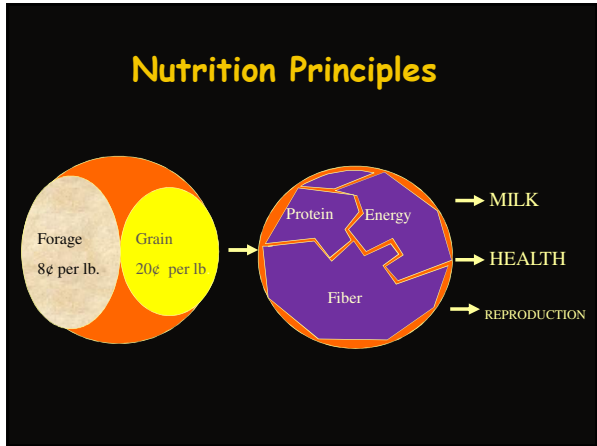
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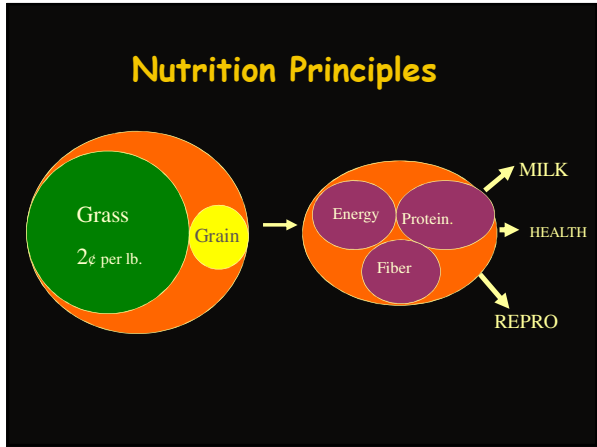
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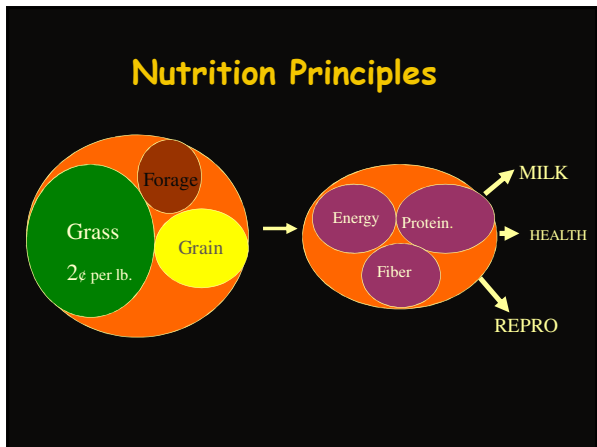
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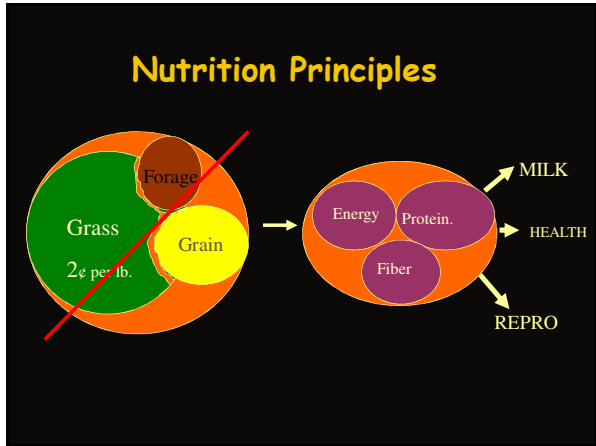
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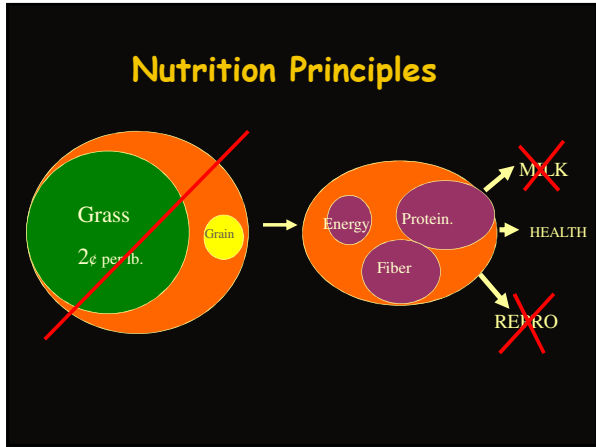
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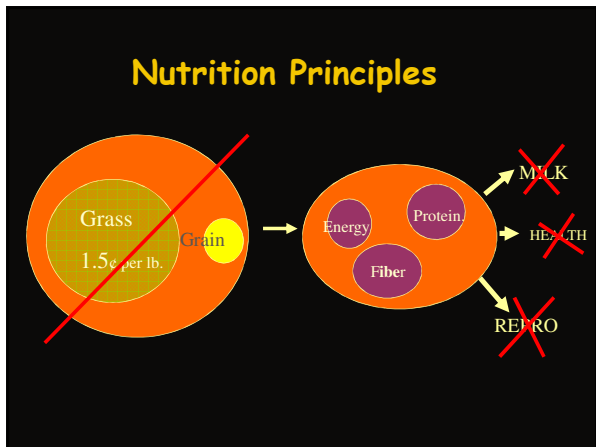
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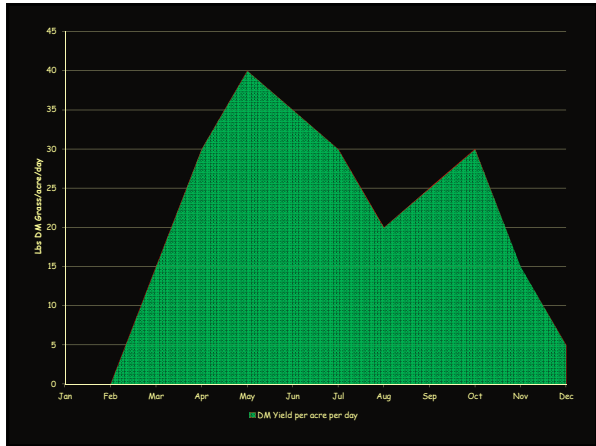
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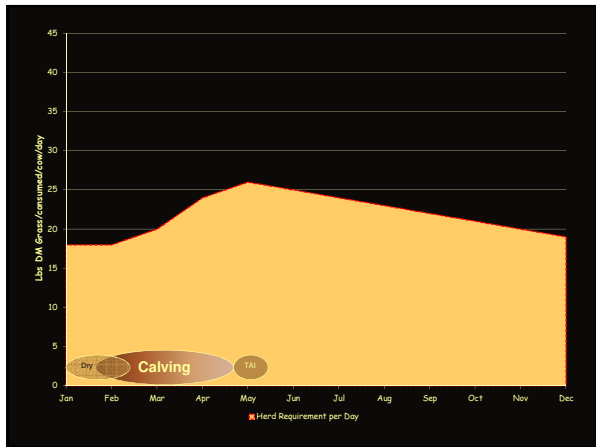
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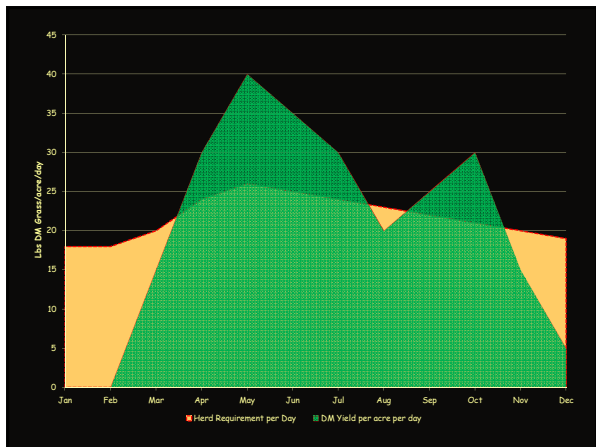
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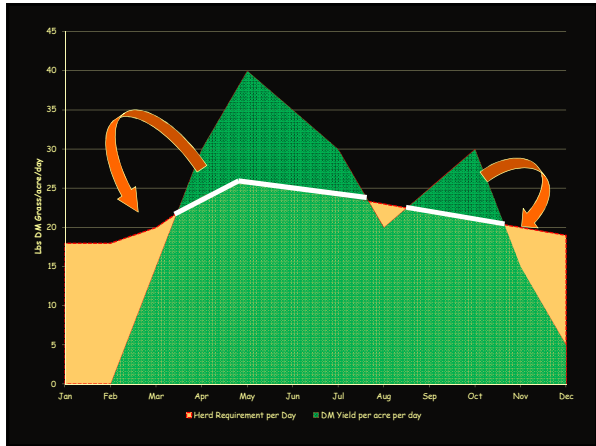
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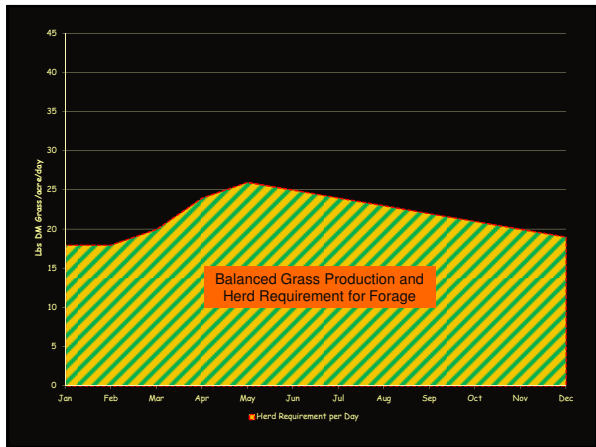
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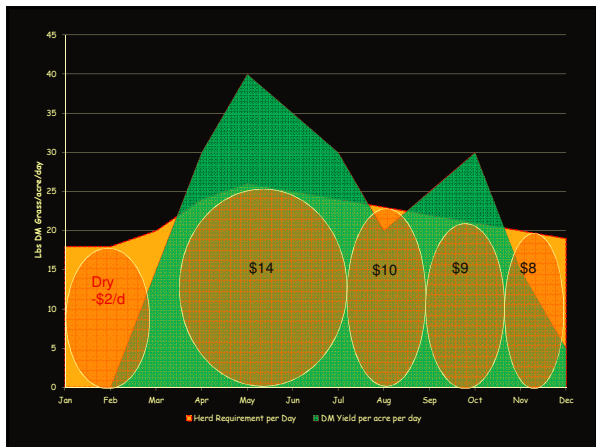
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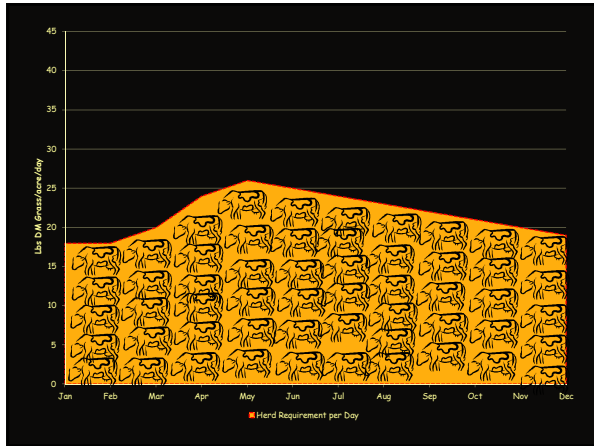
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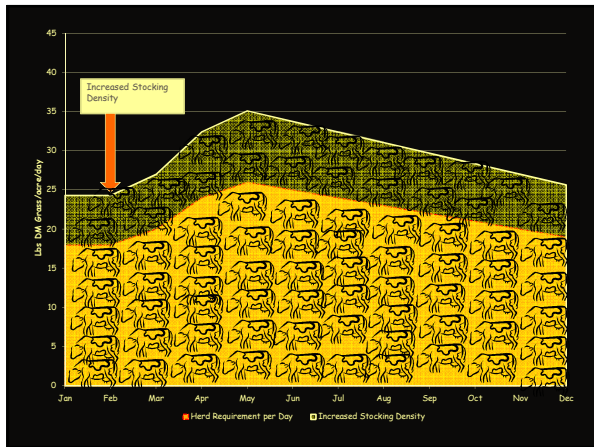
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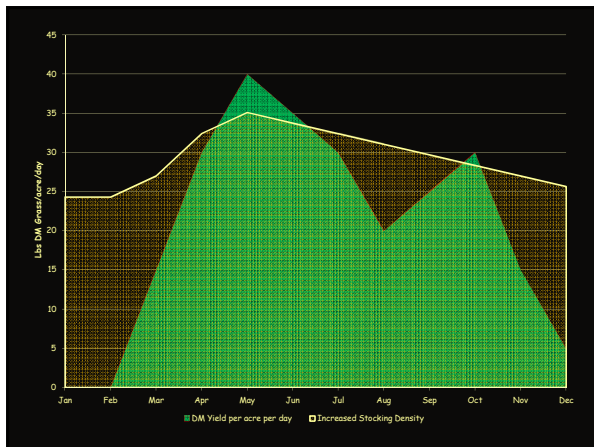
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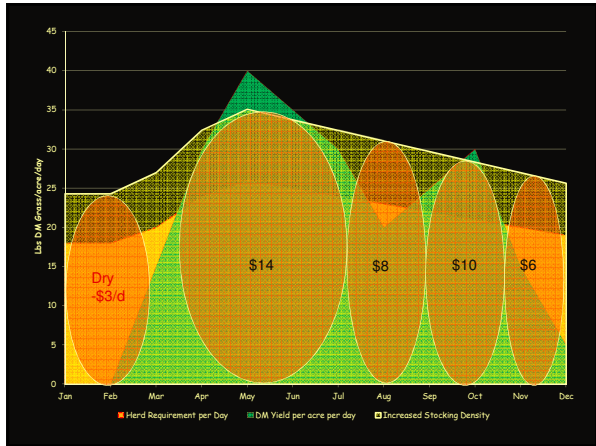
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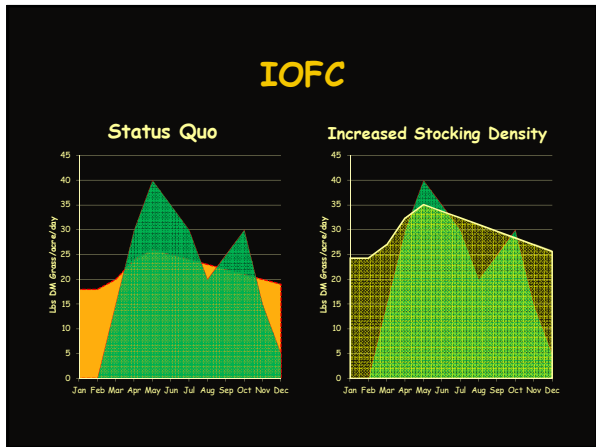
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### IOFC

Status Quo					Increased Stocking Density						
No. cows	100	100	100	100	100	No. cows	135	135	135	135	135
IOFC	-\$2	\$14	\$10	\$9	\$8	IOFC	-\$3	\$14	\$8	\$10	\$6
Days	60	90	72	72	72	Days	60	90	72	72	72
Total	-\$12K	\$126K	\$72K	\$65K	\$58K	Total	-\$24K	\$170K	\$78K	\$97K	\$58K

\$309,000

\$379,000

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## Feeding the Grazing Herd

- Waste no grass - appropriate stocking density.
- Voisin principles
  - Stocking density
  - Occupation period
  - Rest period.
- Supplemental forage and grain is a good thing as long as you are not wasting grass.
- Time budget is critical.
- Sward density and volume are important.
- Grazing is no excuse for low milk production.

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## Typical Grazing Diet (Spring)

	Lbs DM	Lbs ASIS
Spring Grass	23	110
Corn Silage	9.5	25
16% Grain	17.5	20
TOTAL Pounds	50.0	155

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## Measure Your Results!

Feed Cost per Cow  
Feed Cost per Cwt  
Cost of Production  
Income Over Feed Cost  
Profit per Cow  
Profit per Acre

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**Measure Your Results!**

Profit per Acre



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**Measure Your Results!**

Profit per Acre



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**Achieve The Greatest Overall  
Return From an Acre**

- Maximize Grass Production
- Maximize Grass Quality
- High Production
- High Margin

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**Achieve The Greatest Overall  
Return From an Acre**

Measure Profit per Acre

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[www.stbrigidsfarm.com](http://www.stbrigidsfarm.com)



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