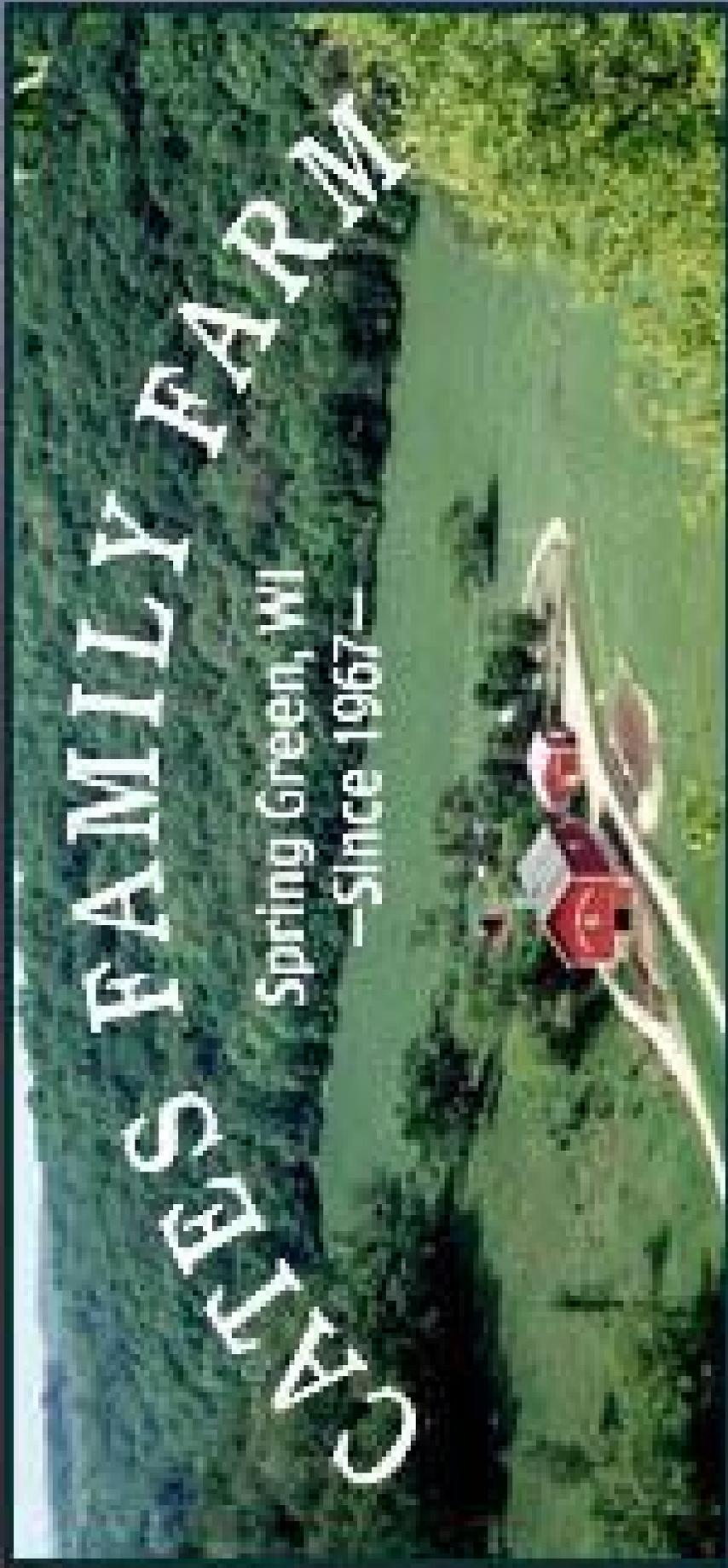


# CHARLES FAMILY FARM

Spring Green, WI

—Since 1967—



**I started contract grazing after trying everything else.**



**“The history of every nation is eventually written in the way it cares for its soil.”**

**- Franklin Delano Roosevelt**

**“But for the fact that the earth is covered with a few inches of top soil, and it rains, the rest is moot.”**

**-Some guy**



**Before contract grazing we overwintered our livestock.**



# WORLD of COW

By Stik



**Before contract grazing we overwintered our livestock.**



**Farming success to me is the water leaving our farm cleaner than when it entered our farm.**



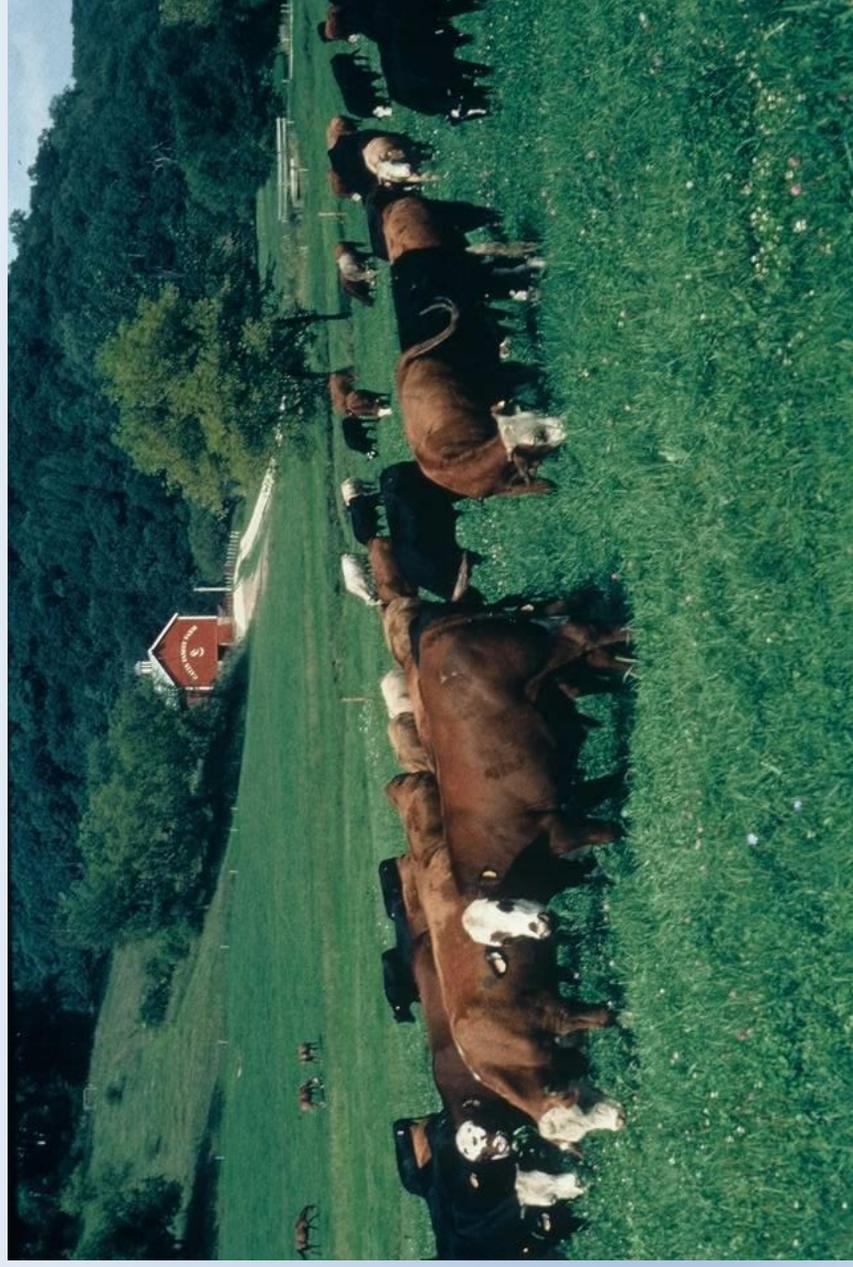
**Our goals: family well being; farm profitability; producing affordable, healthy food from livestock humanely-raised.**



**Our goals: model grasslands management.**



**Our goals: model environmental stewardship practices.**

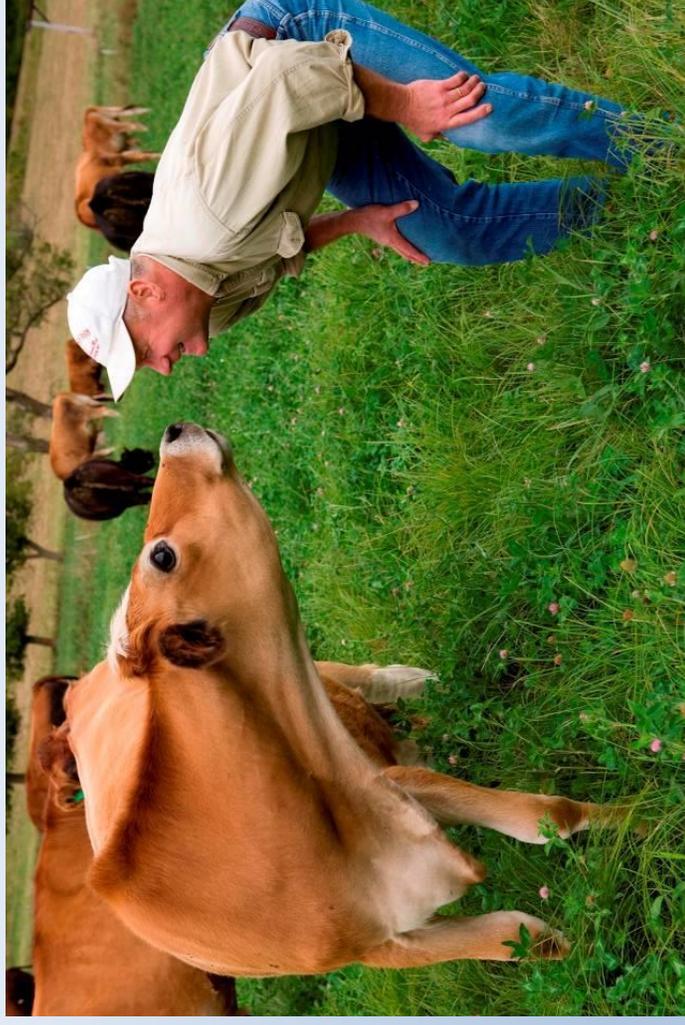


**The resource that most helps me to farm is my family.**



## The keys to our business success:

- Direct market value-added grazing beef enterprise with livestock ownership.
- Contract grazing without livestock ownership.
- K.I.S.S.



# My measure of farm financial success is the bottom line.

## CATES FAMILY FARM GRASS-FED BEEF ENTERPRISE BUDGET

**Assumptions:** 90- 100 acres pasture; 100 steers spring-time  
 Approx. 40% steers over-winter; approx. 60% steers are harvested each year (Jersey and  
 Angus ave age at processing has been 27 (23- 29) mo and 22 (16- 27) mo respectively)

EXPENSE CATEGORIES	PER HEAD
Initial steer purchase	\$807
[Jerseys ave \$586 (1.50/lb) @ 391lb; wghts ranged 303-487lb; Angus ave \$1028 (\$1.80/lb) @ 571lb; wghts ranged 442-651lb]	
Steer purchase interest (5%) and insurance (\$2)	\$40
Pasture rent (\$50/acre)	\$50
Pasture mowing (\$20), clover seed (\$4), and thistle control (\$1)	\$25
Salt and mineral (\$2) and de-worming/vet treatments (\$3)	\$5
Winter hay (40% of herd fed 120 days, @ 20lb/hd/day; hay at \$100/ton)	\$22
Freezer operation (\$7), and insurance (\$5)	\$12
Marketing (Website, internet, telephone, promotional listings, samples)	\$16
Trucking to Black Earth Meats (4-6hd per trip)	\$24
Processing (slaughter and cutting only; doesn't include smoked meat processing)	\$270
Beef delivery	\$75
Fuel/Supplies/Repairs	\$50
Office	\$5
Miscellaneous (5%)	\$73
<b>TOTAL EXPENSES</b>	<b>\$1524</b>
<b>TOTAL INCOME (based on 2008 prices)</b>	
Households (360lb-400lb @ \$5.00/lb)	\$1800- \$2000
or, Restaurants/stores (360-400lb @ \$5.36/lb)	\$1930- \$2144
[As reference, Chicago Mercantile Exchange: 900- 1000lb beef steer @ \$130- 150/CWT; Jersey steer <i>much</i> less	\$1170-1500]
<b>NET INCOME (return to unpaid labor, management, capital, other)</b>	<b>\$276- \$620</b>

### IMPORTANT ADDITIONAL INCOME NOTES:

Summer sausage (10oz logs at \$6.75/log; \$2.49/lb processing cost) adds \$3.81/lb to the value of ground beef at \$4.50/lb  
 Holiday boxes add \$10-\$12/box to the value of (approx.) 1.87lb Summer sausage and/or Beef sticks



**My quality of life as a farmer involves clean water.**



**My quality of life as a farmer allows time for my family.**



**My quality of life as a farmer involves looking forward to the next generation.**

