2ndQuarter 2016

County Agent Comment

“MANAGE THE COW-MANAGE THE PROFIT”

In the March edition of “Arkansas Cattle Business”, Dr. Paul Beck talks about key performance indicators (KPI) to use when managing your cowherd for profit. After all, managing for profit is how all businesses stay in business.

The KPI’s are:

1) Pounds weaned per exposed cow
2) Cost per hundred weight of weaned calf
3) Rate of return on assets

All of these key performance indicators are a scale to measure your management and goals. Used effectively they will assist you in making those tough decisions to manage a profit from your business.

Forestry landowners use KPI’s when analyzing their timber profit. Instead of per cow units, they use per acre growth in stands of timber.

The goal is the same no matter what you grow. Managing for a profit to stay in business, because we love farming. Using key indicators helps.

This newsletter has some opportunities that hopefully assist you in your efforts. The resources of the University of Arkansas Division of Agriculture are at your disposal. Let us know how we can assist you.

Sincerely,

Robin D. Bridges
CEA/Staff Chair
Union County
2016 Forestry Field Day | April 28, 2016 • 8:30 a.m.  
SWREC, Hope, Arkansas

Agenda

- Herbicides for hardwood management  
  Kyle Cunningham, extension forester,  
  U of A System Division of Agriculture

- Herbicide safety  
  Ples Spradley, extension pesticide application instructor,  
  U of A System Division of Agriculture

- Field Tour – Jon Barry, extension forester  
  U of A System Division of Agriculture

- Herbicides for Pine Management  
  Vic Ford, director, SWREC

- Herbicide fates in the environment  
  Jon Barry.

Please RSVP by April 22 to ensure lunch. Registration is $12 in advance, or $17 at the door.  
Those registering on the day of the event are not guaranteed a meal.

Registration forms may be found here: http://swrec.uark.edu/  
For info, contact Jon Barry at 870-777-9702 / jbarry@uaex.edu.

The University of Arkansas System Division of Agriculture is an equal opportunity/affirmative action institution. If you require a reasonable accommodation to participate or need materials in another format, please contact the SW Research and Extension Center as soon as possible. Dial 711 for Arkansas Relay.
FREE MAYHAW CLINIC... MARK YOUR CALENDAR
4th Annual
MAYHAW 101
For more information go to www.mayhaw.biz
El Dorado Conference Center
311 South West Avenue, El Dorado, AR
Saturday April 2, 2016
8 AM - 1:30 PM

Mayhaw Cooking Contest (Cash Prizes!!)
Go to www.mayhaw.biz for Contest Rules and Registration
1st Place $500  2nd Place $350  3rd Place $150

Learn how to set up a Mayhaw Orchard
Johnny Smith – President of Louisiana Mayhaw Assoc.

Grafting Mayhaw Trees
Speaker: Bobby Talbert - Mayhaw Grower / Producer

Upland Brewing Company / Mayhaw Beer
Speaker: Caleb Stratton

Springhill Jelly c/o Providence Foods
Speaker: Reynolds Minsky & Bubba Brown

Mayhaw Orchard Tour @ Paul’s Mayhaw Orchard
Guide: Robin Bridges – Union County Extension Chair

Question & Answer Panel
Panel has a combined experience of 55 years in the Mayhaw Industry!

Free Boat Tour - Call Park Office to Register (870) 463-8555
See “Mayhaws in the Wild” @ Moro Bay State Park

Mayhaw Wine & Beer Tasting – Friday April 1st
“Taste the first Mayhaw Beer & the Winning Mayhaw Wine”
7 PM On the Downtown Square @ Corrine Court (Behind Laredo Grill)

Thank you to our Sponsors:
El Dorado A & P Commission
Union County Master Gardener
LEP, LLC
El Dorado, Arkansas
REDI-MIXED CONCRETE
Chemtura
Lion Chemical Company
El Dorado, Arkansas
Paul’s Mayhaws
Union County Extension
Division of Agriculture Research & Education
Moro Bay State Park
PESTICIDE APPLICATOR TRAINING
2016

If you are an agricultural producer and your license to use restricted use pesticides (RUPs) expires in 2016, or if you are a new producer and need to certify for the first time, here is the schedule to renew your certification.

LAST ONE UNTIL DECEMBER!!!

April 12, 2016  5:30—8:30  Union County Extension Office

Cost is $10.00. For more information, contact the Union County Extension Office at: 870-864-1916.

UNION COUNTY PASTURE TOUR

WHEN:  Saturday, April 23, 2016
WHERE:  Home of David & Laura Jones
         Charlie Rogers Road off Hwy. 15
TIME:  6:00 P.M.
PROGRAM:  Boomless Calibration,
           Keep and Cull Heifers,
           Hay Analysis

Please call 864-1916 to make your reservation for this sponsored meal no later than April 20, 2016.

Ladies:  Please don’t forget to bring your favorite dessert!!!
## Livestock & Grain Market News

Federal-State Market News, 2301 S. University Ave. Little Rock, AR 72204, (501) 671-2200

March 28, 2016

### REPLACEMENT COWS

<table>
<thead>
<tr>
<th>Price Range</th>
<th>This Week</th>
<th>Last Sale</th>
<th>Year Ago</th>
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<tbody>
<tr>
<td>93.00-103.00</td>
<td>93.00-103.00</td>
<td>127.00-137.00</td>
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<tr>
<td>141.00-151.00</td>
<td>146.00-156.00</td>
<td>195.00-205.00</td>
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### Pairs

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<th>Price Range</th>
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<th>Last Sale</th>
<th>Year Ago</th>
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<tr>
<td>175.00-1850.00</td>
<td>1725.00-1825.00</td>
<td>2375.00-2475.00</td>
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<tr>
<td>1700.00-1800.00</td>
<td>1800.00-1900.00</td>
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### Slaughter Cows

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<th>Price Range</th>
<th>This Week</th>
<th>Last Sale</th>
<th>Year Ago</th>
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<tr>
<td>72.00-78.00</td>
<td>74.00-80.00</td>
<td>104.00-114.00</td>
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<tr>
<td>68.00-74.00</td>
<td>69.00-75.00</td>
<td>100.00-110.00</td>
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### Slaughter Bulls

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<th>This Week</th>
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<th>Year Ago</th>
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<tr>
<td>90.00-100.00</td>
<td>91.00-101.00</td>
<td>128.00-138.00</td>
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### Cash Markets

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<tr>
<th>Date</th>
<th>Mon</th>
<th>Tue</th>
<th>Wed</th>
<th>Thu</th>
<th>Fri</th>
<th>Year</th>
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<tbody>
<tr>
<td>03/21/16</td>
<td>21</td>
<td>22</td>
<td>23</td>
<td>24</td>
<td>25</td>
<td>Ago</td>
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### 5 Area Willys Accumulated, Negotiated, Dir Strt Cattle Wind Avg

<table>
<thead>
<tr>
<th>Steers, Beef Breeds</th>
<th>Live Basis</th>
<th>Dressed Basis</th>
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</thead>
<tbody>
<tr>
<td></td>
<td>139.18 NA</td>
<td>222.89 NA</td>
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<tr>
<td></td>
<td>136.00</td>
<td>218.00</td>
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<tr>
<td></td>
<td>163.98</td>
<td>217.70</td>
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</table>

<table>
<thead>
<tr>
<th>Heifers, Beef Breeds</th>
<th>Live Basis</th>
<th>Dressed Basis</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>139.17 NA</td>
<td>222.99 NA</td>
</tr>
<tr>
<td></td>
<td>136.00</td>
<td>217.64</td>
</tr>
</tbody>
</table>

### Boxed Beef Cut-Outs

| Choice 500-600 lbs | 229.80 | 227.91 | 226.18 | 224.84 | 224.36 | 250.80 |
| Select 600-900 lbs | 220.67 | 218.00 | 218.15 | 217.31 | 214.89 | 241.76 |

### Cutter Cow Cutout

| Cutter Cow Cutout | 173.64 | 173.75 | 173.87 | 173.24 | 173.47 | 231.76 |

### Cattle Kill (No)

| Cattle Kill (No) | 109    | 112    | 106    | 110    | 97     | 56    |

### Hide & Offal Value

| Per cent Live | 11.27 | 11.22 | 11.23 | 11.30 | 11.31 | 14.63 |

### Market Situation and Outlook: Cattle Market Trends and Fourth Quarter Prices

- USDA's National Agricultural Statistics Service released their monthly Cattle on Feed Report on Friday (March 18). The report was generally as anticipated. The number of animals placed into feedlots during February was above 2015 as expected, but was larger than most pre-report estimates at up 10.3% (150,000 head) year-over-year. As of March 1st, the on-feed count, for feedlots with 1000 head or larger capacity, was 1% above a year ago. More cattle in feedlots than a year earlier is now the norm, a situation that will persist for the next few years. Feedlot placement patterns in recent months combined with forecasts for the next few months indicate that feedlot marketing should peak later year-over-year increases in the second half of 2016, compared to those in the first half of the year. Steer and heifer dressed weights are forecast to be above 2015's at least throughout the third quarter of 2016. So, current projections put U.S. beef production in the first half of 2016 2% to 4% above 2015's and the second half of the calendar year with a gain of 3% to 6%. In 2017, U.S. beef production is forecast to rise 3% to 6% above 2016's, putting tonnage about the same as 2013's. International beef trade may turn more positive in both 2016 and 2017 with exports regaining some ground compared to 2015's rather depressed levels and imports declining. Still, there will be more beef facing U.S. consumers than in recent years. In terms of prices, cyclically lower will be the status for the next few years. Lingering impacts of huge financial losses in 2015 are expected to keep cattle feeder's cautious buyers of feeder cattle. It will take buying calves at the right price, a solid marketing plan, and good spring/summer average daily gains to make summer grazing programs economically work in 2016. Selling yearling cattle off summer grass probably has more potential price risk than normal this year. Look for fed cattle prices to be lower in the second half of 2016 compared to the first six months of 2016. Larger slaughter ready cattle supplies and large pork production could easily cause prices to be the lowest this year during the fourth quarter. Typically, fed cattle prices seasonally move higher into the fall quarter from their summer lows, but this year that may not happen. Preliminary LMC forecasts put fed cattle prices this fall unchanged to slightly above the quarterly average levels of late 2015. Additionally, yearling and calf prices are forecast to remain below 2015's. In the fourth quarter of this year, look for 700 to 800-pound steer prices to be 6% to 12% below 2015's (upper 150's to lower 200's per cwt. in the Southern Plains) and 500- to 600-pound steer prices to be down year-on-year by 1% to 10% (upper 180's per cwt. to mid 190's in the Southern Plains).

Source: livestock Marketing Information Center (www.mic.info)
Arkansas Timber Price Report

The Arkansas Timber Price Report is a quarterly report of timber stumpage prices in Arkansas. Survey data for this report are provided by Timber Mart-South. The price summary is provided to illustrate current, statewide market trends in timber product values for standing timber. These values may not reflect the stumpage values for a particular tract of timber. Timber prices may vary greatly depending on many factors including: location in the state, species, products, access, distance to mills, and site conditions. To obtain a report visit www.uaex.edu and go to the Environment and Nature tab, or www.afr.uamont.edu. You can also contact your local county Extension agent. If you have questions about the report, please contact: Dr. Kyle Cunningham at 501-671-2145 or kcunningham@uaex.edu.

4th Quarter 2015 Stumpage Prices ($/ton, statewide average)

<table>
<thead>
<tr>
<th>Product</th>
<th>Price</th>
<th>Change</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fine Sawtimber</td>
<td>$24.00</td>
<td>+4 %</td>
</tr>
<tr>
<td>Oak Sawtimber</td>
<td>$46.00</td>
<td>-9 %</td>
</tr>
<tr>
<td>Mixed Hardwood Sawtimber</td>
<td>$33.00</td>
<td>-5 %</td>
</tr>
<tr>
<td>Pine Chip-n-Saw</td>
<td>$16.00</td>
<td>0 %</td>
</tr>
<tr>
<td>Fine Pulpwood</td>
<td>$8.00</td>
<td>+13 %</td>
</tr>
<tr>
<td>Hardwood Pulpwood</td>
<td>$14.00</td>
<td>-8 %</td>
</tr>
</tbody>
</table>

Time Series by Quarter Since 2013

Trends: Pine sawtimber experienced a modest increase in stumpage value. Pine pulpwood saw a welcomed value increase, likely due to the onset of wet weather. Hardwood products experienced decreases in value across all products, potentially impacted by reduced home remodeling and export demand. Overall, lumber markets across the southern region remained weak and pulp demand remained below last year’s levels, which may have offset expected seasonal increases for some products. New home construction did continue to improve surpassing one million for the year.

Timber Mart-South has more detailed data available by subscription that contains products and regions not included in this report. TMS is compiled and produced at the Center for Forest Business, Warnell School of Forest Resources, University of Georgia, under contract with the Frank W. Norris Foundation, a non-profit corporation serving the forest products industry.

It is the policy of the University of Arkansas Division of Agriculture that no person shall be discriminated against in hiring, assignment, transfer, promotion, termination, compensation, or terms, conditions, and privileges of employment on the basis of race, color, sex, gender identity, sexual orientation, national origin, religion, age, disability, marital or veteran status, genetic information, or any other legally protected status.
Emerald Ash Borer Field Identification and Management Workshop
Tuesday, April 12th 2016
10:00 A.M. – 2:30 P.M.
Logoly State Park
Lunch provided on location in the pavilion (see map).

Hosted By:
Arkansas Forestry Commission
University of Arkansas Cooperative Extension Service
Arkansas State Plant Board

Please make plans to join a one-day workshop on identifying emerald ash borer (EAB) infested trees. This invitation is extended to any interested individuals regardless of affiliation. The U of A Cooperative Extension Service will demonstrate the soil-drenching technique for boosting the defense of trees on the urban landscape. Forest entomology specialists will also discuss the biology, dispersal, and management implications of this invasive pest.

Please RSVP with Chandler Barton (chandler.barton@arkansas.gov) or Tamara Walkingstick (twalkingstick@uaex.edu) before April 1st.
All meetings and activities announced in this newsletter are open to all eligible persons without regard to race, color, national origin, religion, gender, age, disability, marital or veteran status, or any other legally protected status. Persons with disabilities who require alternative means for communication of program information (large print, audiotapes, etc.) should notify the county Extension Office as soon as possible prior to the activity.