# Module 6 Margins









# ADVANCED GRAZING SYSTEMS

# Economics

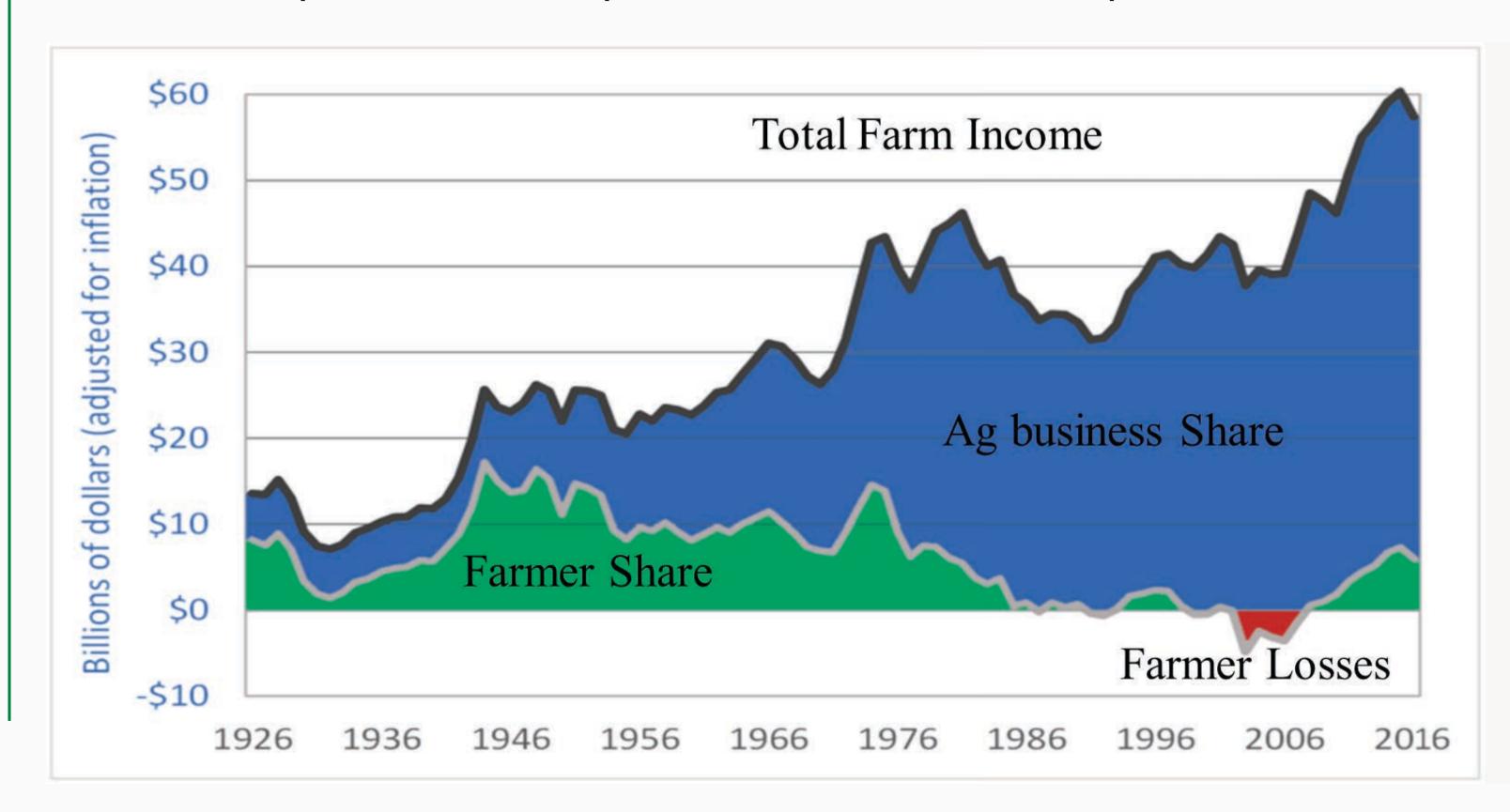
VS

Finances

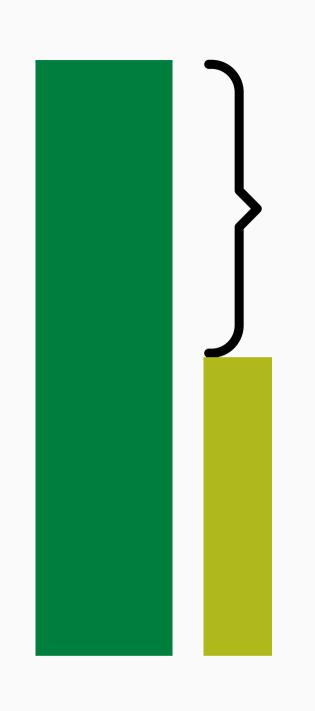


### Canadian Net Farm Income: 1926 -2016

https://www.darrinqualman.com/author/darrinq/



Gross Product (the big number)



Margin

Cost of Production (the small number)

# Margins

1. Big number bigger

3. Increase turnover

(Margin)

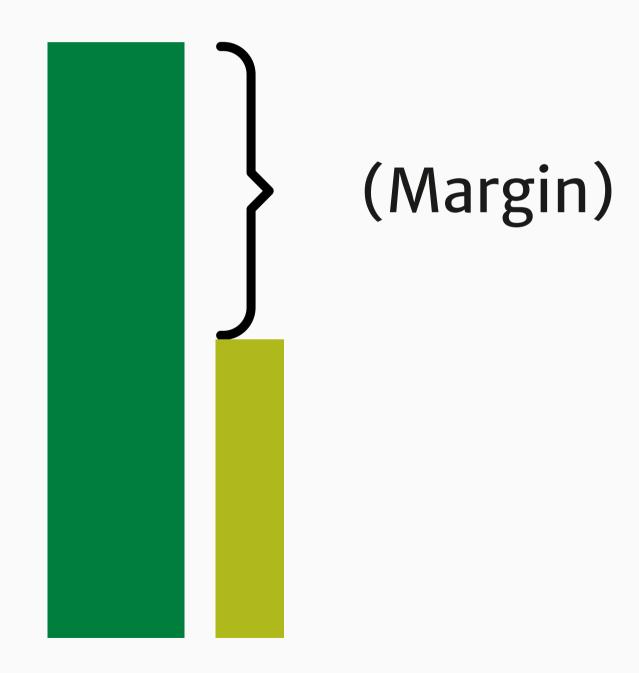
2. Small number smaller

#### Don't increase turnover

Gross Product The Big number (Margin)

Cost of Production The Small number How do we still make this work?

We subsidize our Farm Businesses



We subsidize our Farm Businesses



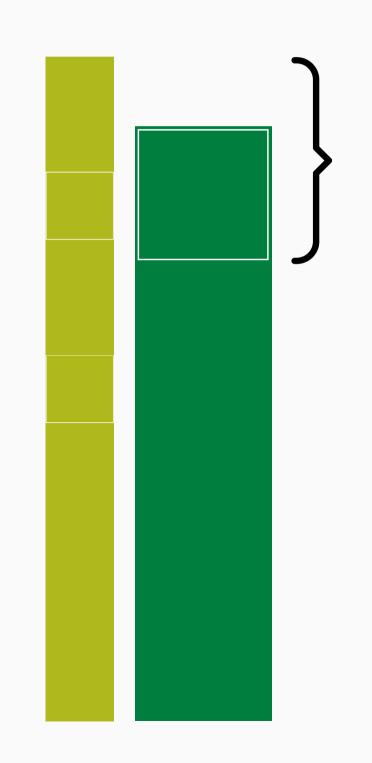
1. Government subsidies

We subsidize our Farm Businesses



- 1. Government subsidies
- 2. Unpaid labour

We subsidize our Farm Businesses



Margin

- 1. Government subsidies
- 2. Unpaid labour
- 3. Off-farm Labour
- 4. Land Appreciation
- 5. Inheritance

## Reality

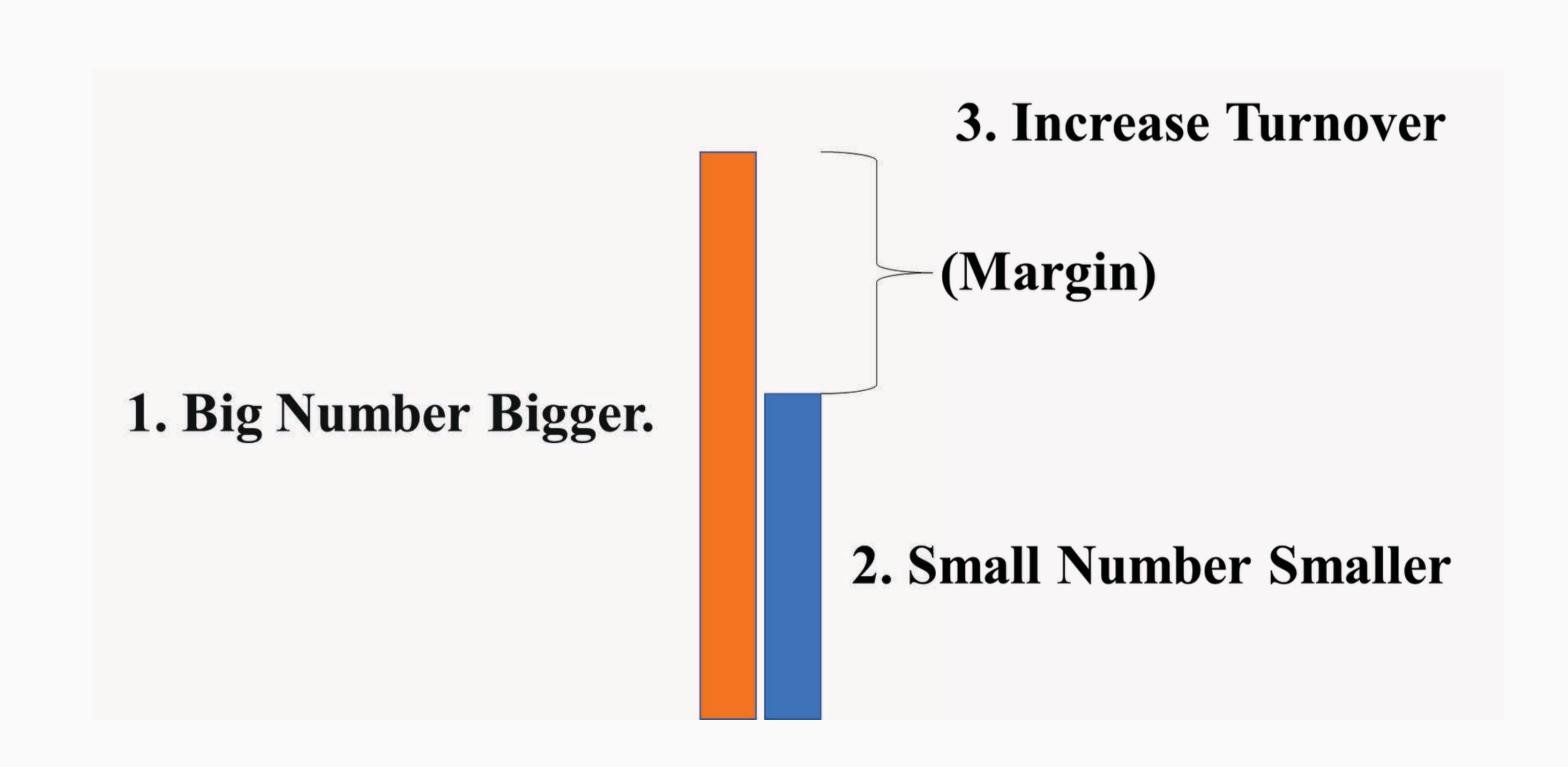
How do we still make this work?



Margin

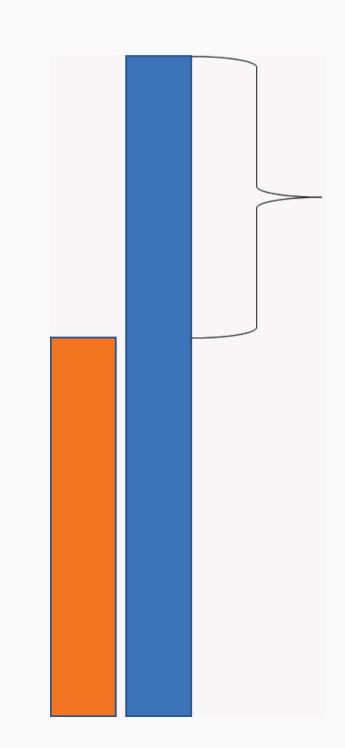
- 1. Government subsidies
- 2. Unpaid labour
- 3. Off-farm income
- 4. Land appreciation
- 5. Inheritance

## Only 3 ways to make more profit:



## Reality

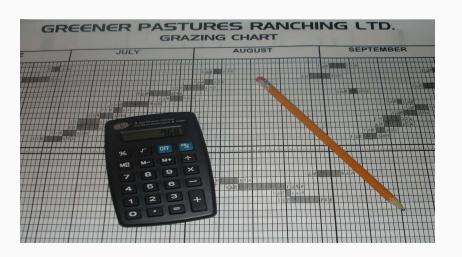
Gross Product
The big number!





# Record Keeping Systems

Grazing Chart

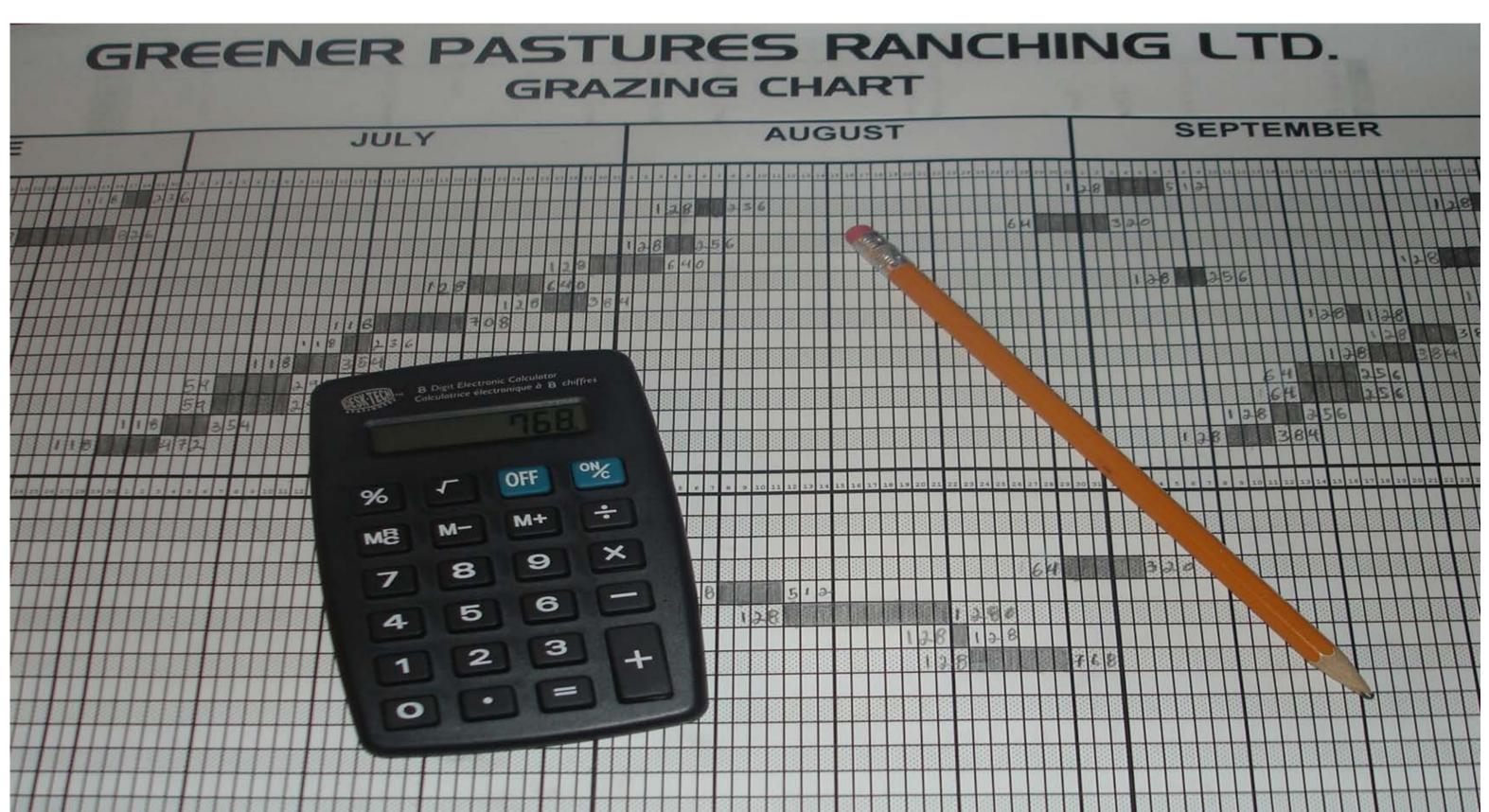


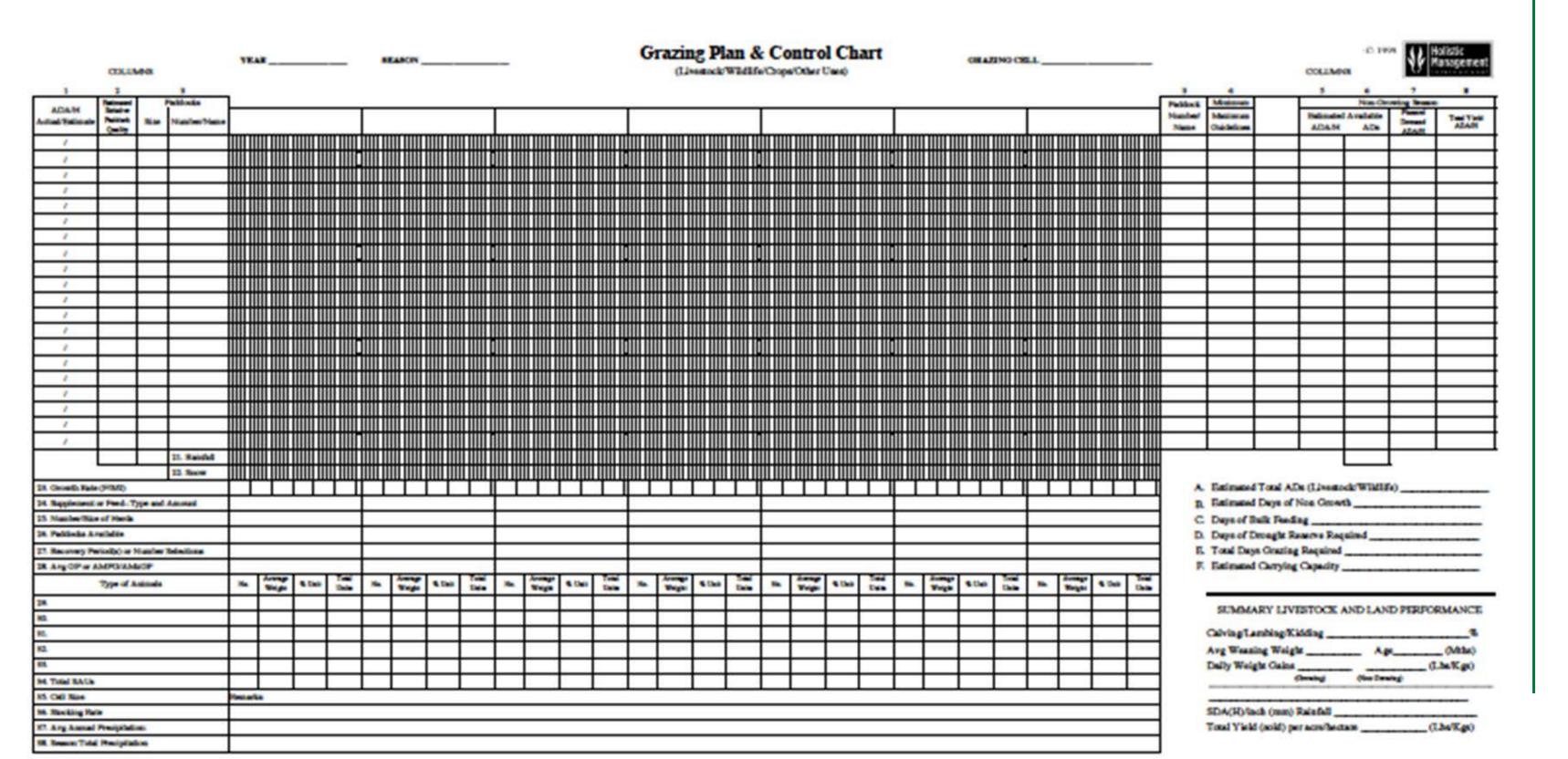
Grazing Book

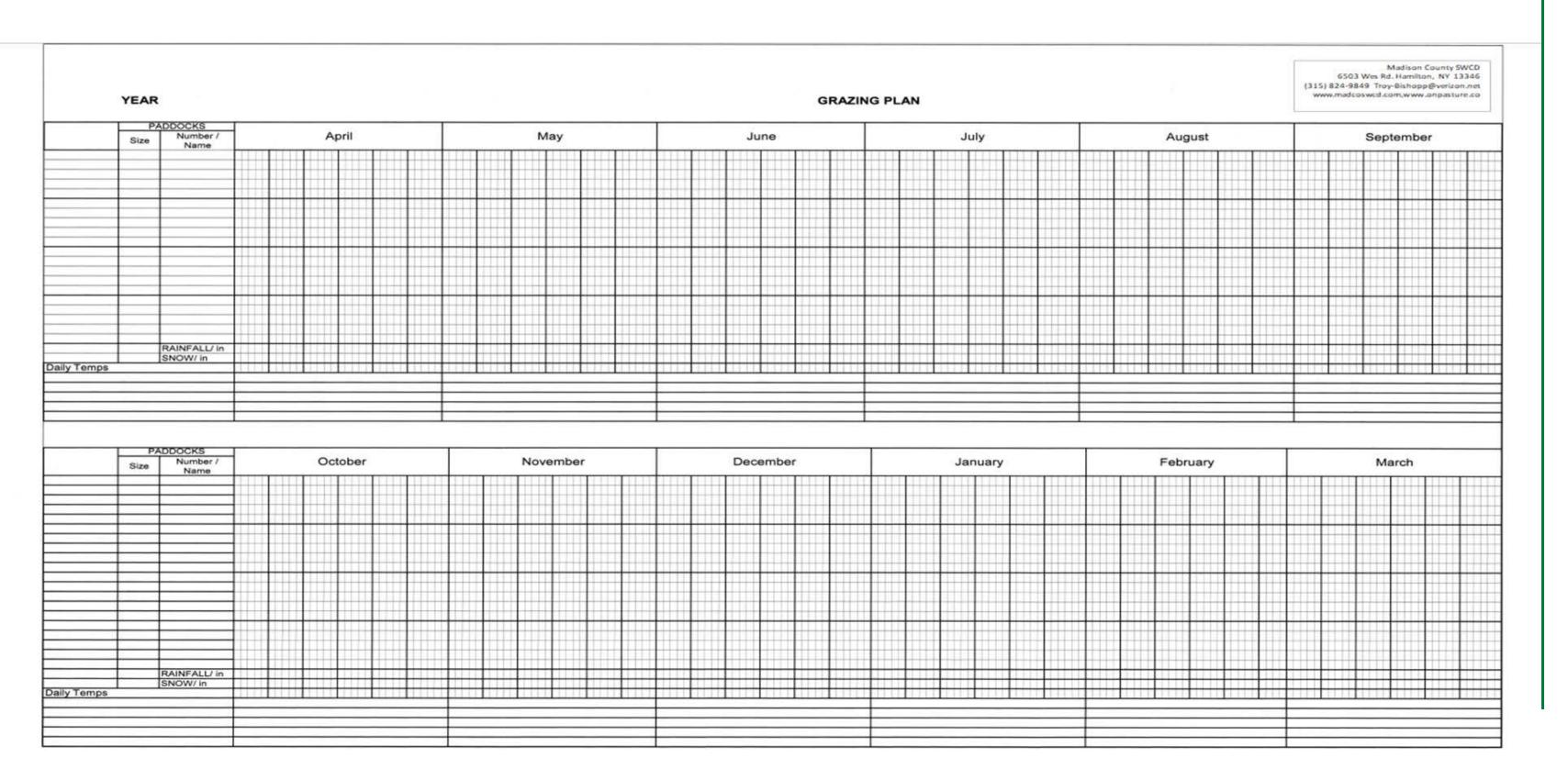


Online Software









# Yield

Lbs/Acre, ADA's, SDA, AUM, AUD?

#### ADA's

Yearling (500+)=0.75AD	Cow/Calf (Calf=100-200lbs)=1.75 AD	Dry Cow =	1.5 AD
Yearling (700+)=1 AD	Cow/Calf (Calf=300-400lbs)=2 AD	Bull (Breeding)=	2 AD
Yearling (900+)=1.25AD	Cow/Calf (Calf=400-500lbs)=2.25 AD	Bull (Not Breeding)=	2.5 AD

♦ Sheep or Goats

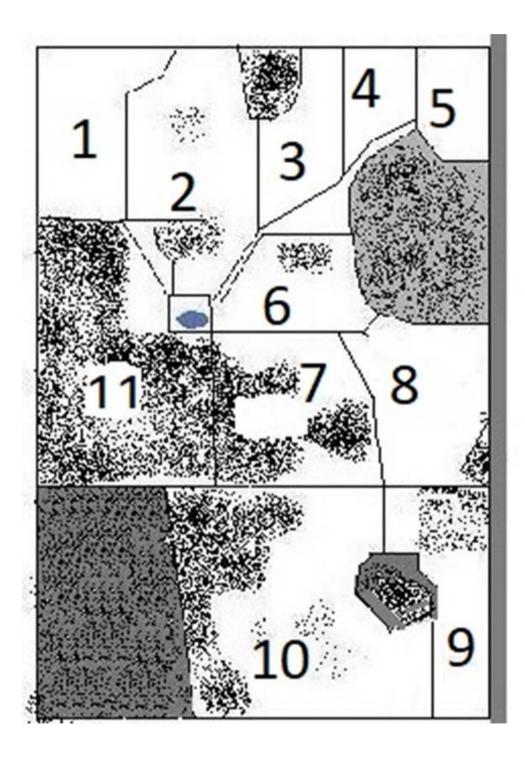
◆ Chickens

(8:1 Dry Cow) = 0.2AD

(200:1 Dry cow) = 0.0075

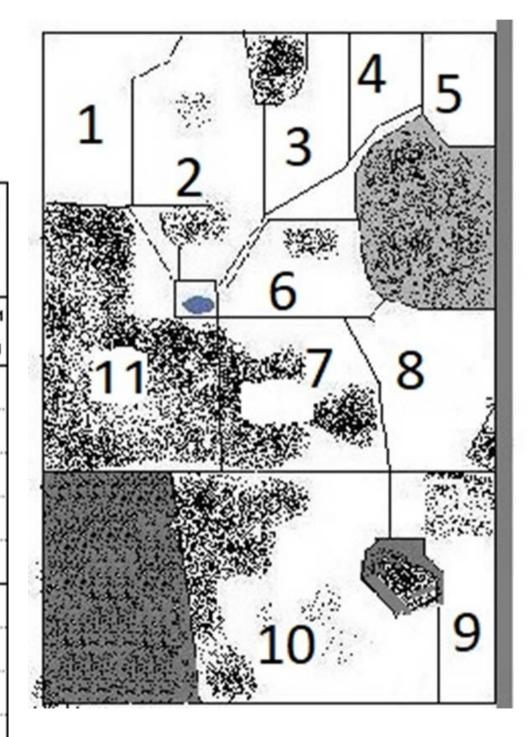
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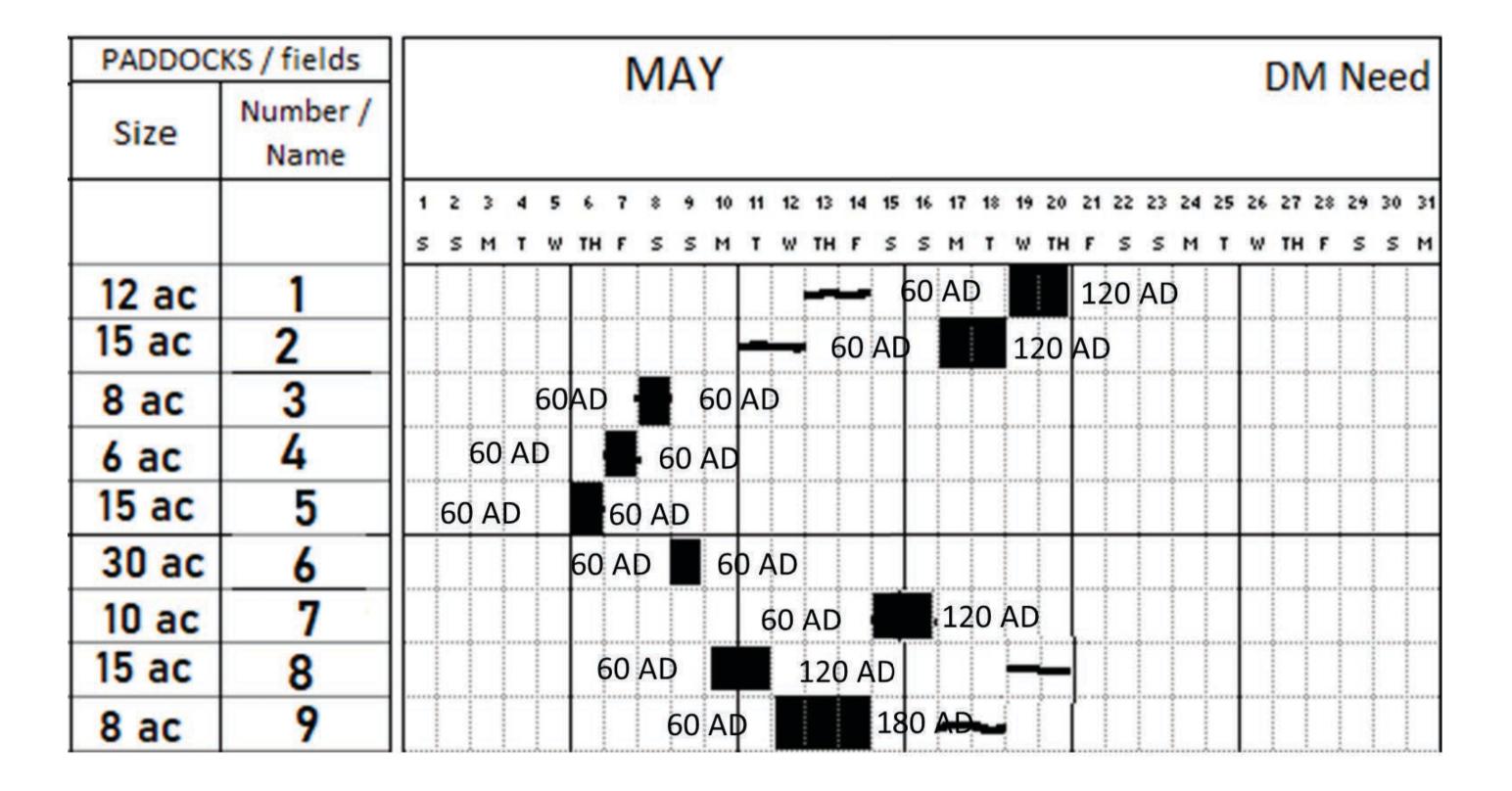


# Actual Grazing

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# Calculating



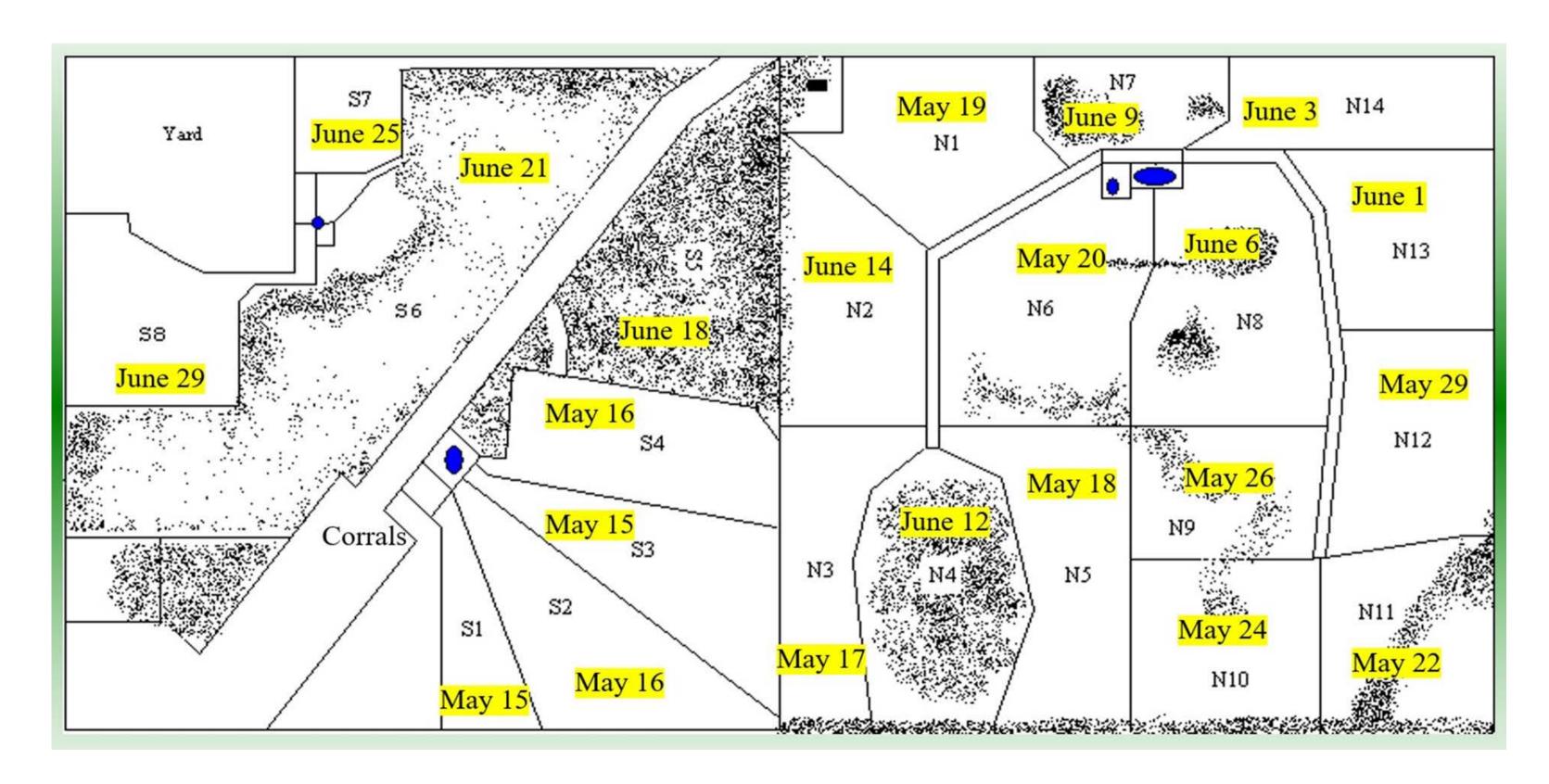


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## Record Keeping

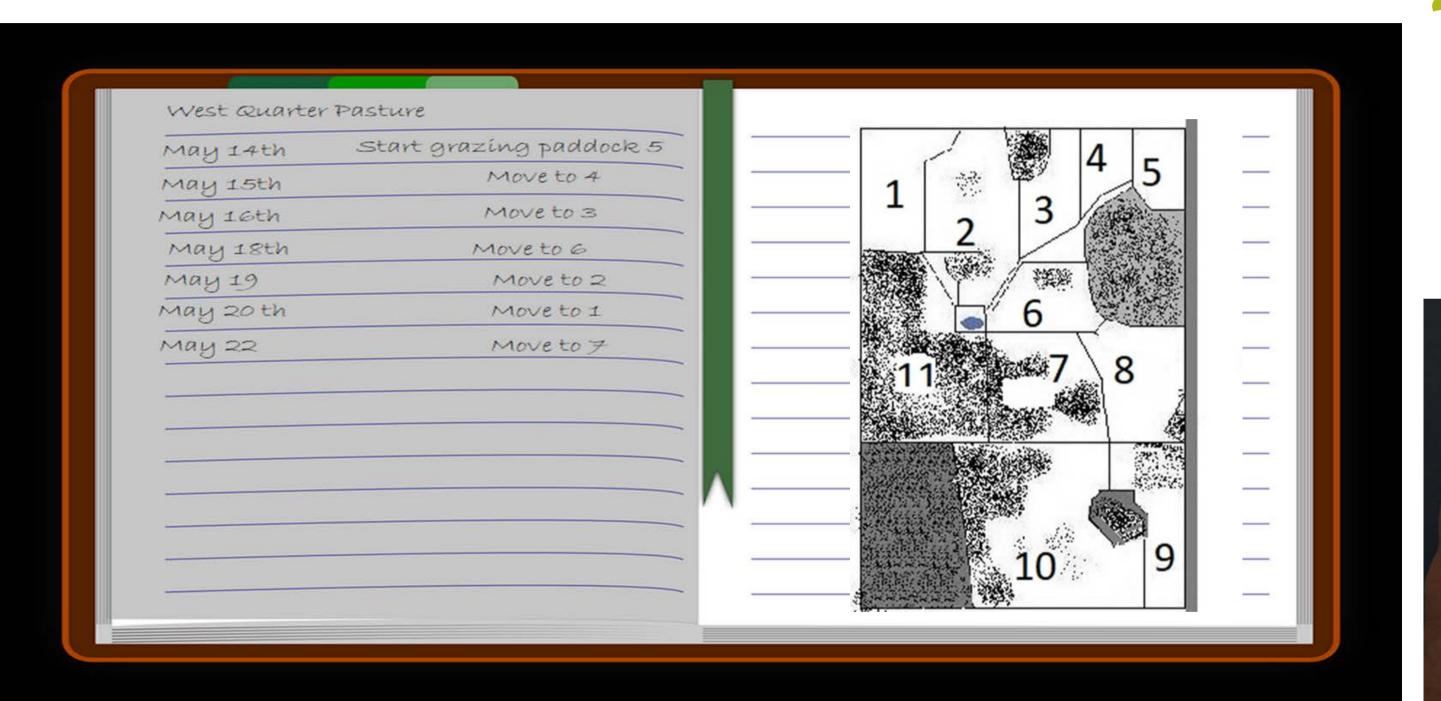


# **Excel Grazing Chart**

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4 Fill i	in all of the data of	on the January Page	. Tittle, date,	paddock names	and acre	s. From	here, all the	data will t	ransfer to a	I of the oth	ner pages.							
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You	can track precipi	itation for your own i	records but it	does not effect a	any other	part of the	chart.											
0 The	Animal Days Cal	lculation boxes are t	here just to he	elp you add up tl	he Anima	Day Valu	ies and can	help you to	adjust the	m through	out the year							
2 The	key to the chart i	is the row at the bot	tom called AD	V. These boxes	s have a f	ormula bu	t vou can w	rite over the	em on any o	late. The	formula is si	mply a dur	oicate of th	e previous c	ell.			
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5 The	chart at the botto	om is a guide to help	get a relitive	ADV harvested	every day	. It can va	alue the diffe	rent classe	s of livesto	ck relative	to what they	eat.						
6																		
7 Yearl	ling (500+)=0.75AD	Cow/Calf (Calf=100-200	Olbs)=1.75 AD	Dry Cow =		1.5 AD												
8 Yearl	ling (700+)=1 AD	Cow/Calf (Calf=300-400	01bs)=2 AD	Bull (Breeding)	=	2 AD												
		Cow/Calf (Calf=400-500	01bs)=2.25 AD	Bull (Not Breed	ling)=	2.5 AD												
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1 The	grazing pressure	allows you to recor	d the amount	of residue you le	eft behind	each year	r. It is only	for referenc	e in the foll	owing year	s to compar	e_						
2 In a	drought I might	graze heavey and ge	et a high numb	er of AD but in r	reality the	grazing p	ressure will	help me ad	djust for rain	fall and m	anagement.							
13																		
4 Fert	ilizer values allow	vs you to add a value	e for fertility ac	lded.														
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7 Star	t of Grazing																	
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9 Got	to the first day of	grazing and type a	number 1 on t	he appropriate p	addock. N	Nothing ha	ppens. Tha	it is because	se we have	not added	the ADV at	the bottom						
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# Grazing Book











COMPARE LITE & PRO

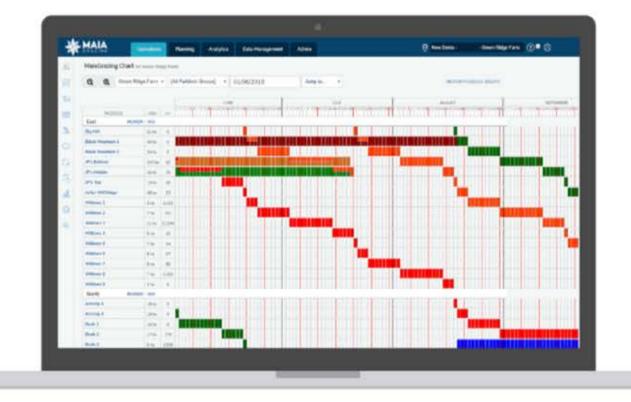
CLIENT LOGIN











#### MaiaGrazing is a powerful, profit-driving, decision-making solution built by graziers for graziers.

Its unique analytics technology uses your observations and data to make graze planning more accurate. With MaiaGrazing, you can increase your chances of matching stocking rate to carrying capacity - regardless of seasonal changes.

Reach your regenerative goals faster, and gain more control and confidence in your grazing management to deliver the best outcomes for the people, planet and profit.

- Manage your stocking rate to carrying capacity
- Calculate your carrying capacity instantly
- Adjust your view of properties, mobs/herds, and water points
- Add and edit data such as livestock, grazing, and rainfall
- ✓ Act on analytical recommendations and forecasts in real-time

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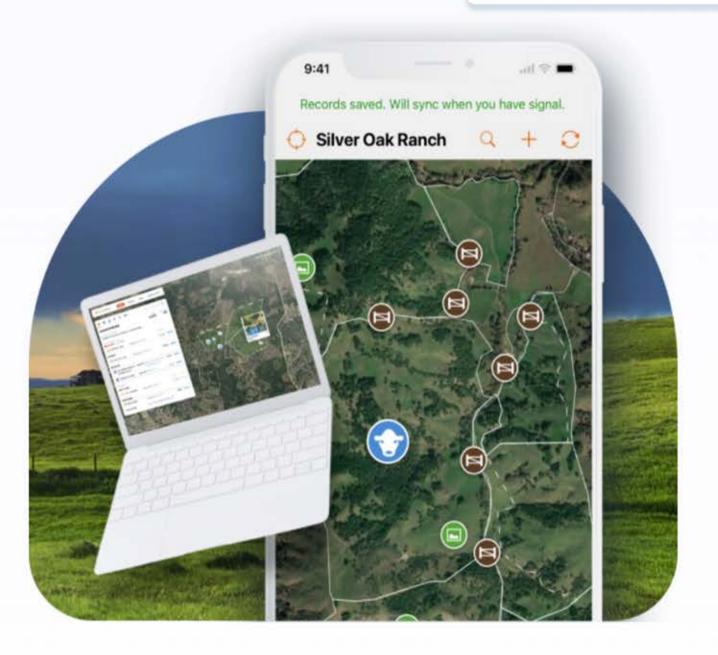
LOG IN

START FREE

#### Keep everyone on the same page

Assign roles and manage your operation from anywhere.

- O Look up pasture history and plan cattle move records, all in one place
- Make informed decisions with carrying capacity and rest days at your fingertips
- O Help team find paddocks, gates, water in the field never lose a water valve again
- O Take photos to monitor pasture and soil health
- Reports for NRCS, GAP certifications





# Record Keeping System



What is the Farm's context?





What will work for them?