



*Hillwinds Farm*

**Tim and Cathy Sutphin**

**Dublin, VA**

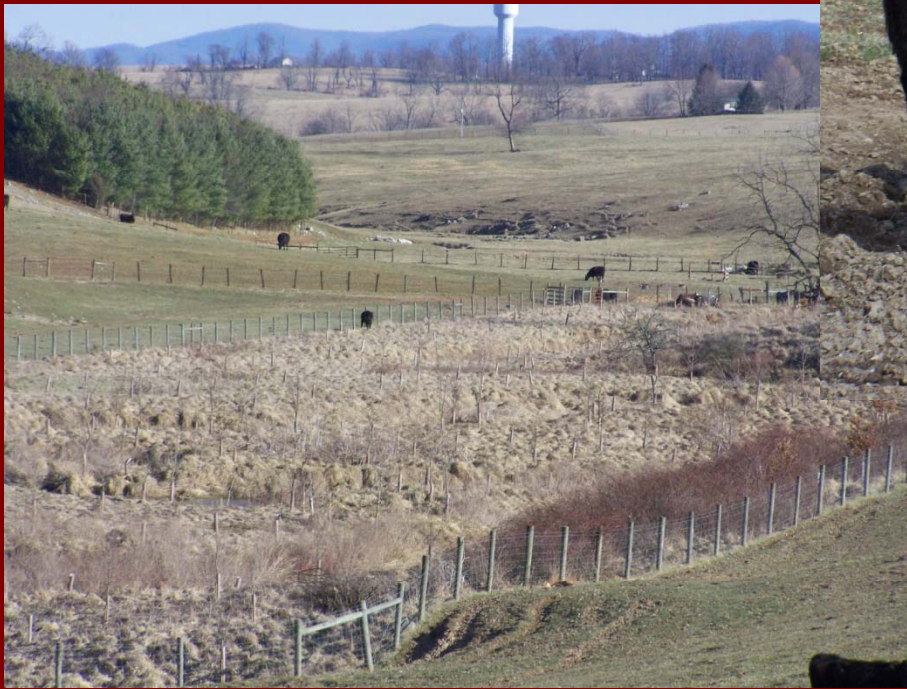


**To produce cattle that work in all areas of the beef business (on the farm, in the feed yard and on the rail)**





**To produce cattle in an efficient manner  
and to protect our resources**



**To operate within the mainstream of the  
U.S. cattle industry**





**To generate income to make the  
operation profitable and viable**





**To take pride in and enjoy raising cattle**



# Is the average beef producer profitable?

- Herd Size 42 Cows
- 82% of the calf crop is sold at auction market
- 66% use some form of identification
- 77% castrate some of their calves
- 55% have no set calving season
- 7.2% use AI
- 91% of exposed cows calve
- Average weaning weight 530 pounds
- Average return per cow \$475



## Observations on profitability

- It takes time to build a quality cow herd
- It pays to be contrary to some traditions
- Use resources efficiently to cut costs
- Be willing to do things others can't or won't do





**Live Calf**

**Moderate Frame  
Heavy Muscle**

**High ADG**

**Heavy Weaning Weight**

**Problem Free  
Replacements**

**High Value Carcass**

**Healthy**





# Artificial Insemination

- Use High Quality/Proven Bulls
- Increase Gains
- Improve Carcass Traits
- Higher Quality Replacement Heifers





# **Estrous Synchronization**

- Time Bred Using 5 Day Co-Synch + CIDR**
- AI Pregnancy Rate 60 – 68%**
- Pregnancy Rate 95.8%**
- Shorten Calving Season: 87% to calve in first thirty days**
- Increase Calf Age by 16 days overall; AI sired calves are on average 27 days older**



# Crossbreeding

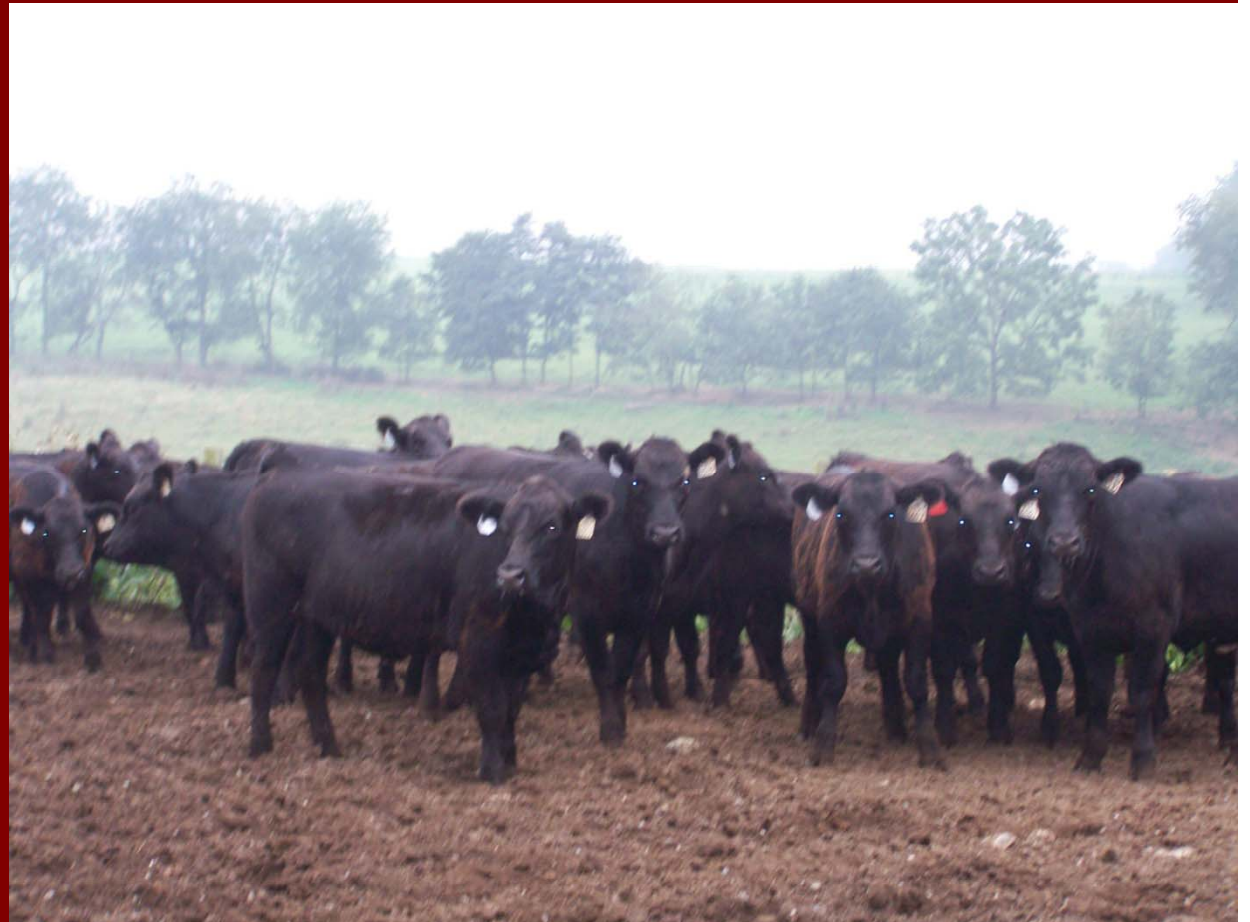
- Straight Angus  
WW = 595#
- $\frac{1}{2}$  Simm  $\frac{1}{2}$  Angus  
WW = 729#
- Difference = 134#
- Adj. For Cow and  
Calf Age = 67#





# Backgrounding

- Marketing
- Health
- Commodity Feeds
- Corn Silage



# Retained Ownership

- Relationship with feedlot
- Location
- Cost of gain
- Average daily gain
- Cattle health
- Marketing options





# 2008 Spring Born Steers Closeout

200 head in January 4, 2009 weight	792 #
Price per pound	.92
Average days on feed	146
Average live weight	1,400 #
Sell price per pound	.8876
Average daily gain	4.16 #/day
Feed Conversion	6.64
Total cost of gain	.6697
Net profit per head	106.77
Average treatment cost	\$.21
No death loss	
Return to farm per head	\$835.41

## 2008 Spring Born Steers Carcass Data

- Quality: 6.25% Prime 46.25% CAB  
37.5% Choice 10.0% Select
- Yield: 25.5% = 2 65.5% = 3  
8.5% = 4 .5% = 5
- Average hot carcass weight 901 pounds
- Average marbling score modest 10
- Average back fat .51
- Average rib eye area 13.3
- Cattle earned approximately \$20 per head carcass grid premium and \$35 per head for age and source verification



# Bred Heifers



- AI sired
- Mostly private treaty sales
- Sold 86 in 2009 to date
- From \$1025 to \$1500 per head





**US Average Return Per Cow \$475**

**Hillwinds Average Return Per Cow \$737**











# Tri-State Cow/Calf Conference



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