



## Cooperative Extension Service

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# Grant County, NM Livestock Production Profitability

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**ISSUE/NEED:** New Mexico gross income from cattle and calves totaled \$829 million in 2017, down 7.8 percent from the previous year. The NM inventory value of all cattle and calves also decreased to \$1,310 per head, down 14 percent from a year earlier. In Grant County cash receipts for cattle and calves also decreased by 8 percent from 2017. Profitability is a growing concern for cattle producers in New Mexico and in Grant County.

**WHAT HAS BEEN DONE:** NMSU Extension in Grant County developed two cattle producer programs designed to address the concerns of profitability by Grant County cattle producers. During the programs producers heard from NMSU Cooperative Extension Specialists on how to better manage their herds during periods of drought, proper vaccination techniques of beef cattle and BQA (Beef Quality Assurance) certification as well as managing forage crops, irrigation, and pest control. Producers also learned about the benefits of NMSU Youth Ranch Management Camp to educate the younger generation of agriculturalists.

The programs reached 38 producers in Grant County.

**RESULTS/IMPACT:** Evaluation of the two cattle producer workshops show the following:

With a total of 19 completed surveys from producers attending the programs:

17 (89.5%) of respondents increased their knowledge about NMSU Ranch Management Camp.

16 (84.2%) of respondents increased their knowledge about managing beef cow nutrition during times of drought.

19 (100%) of respondents increased their knowledge about preventing Trichomoniasis in their beef cattle herd

19 (100%) of respondents increased their understanding of Trichomoniasis in beef cattle.

**ECONOMIC DEVELOPMENT:**

Direct Funding: Grant County CowBelles, \$50

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