

Dear Applicant,

Thank you for your interest in becoming part of the Colorado Ranch Practicum – a component of the Colorado Ranching Legacy Program. The Colorado Cattlemen’s Association and Colorado State University is teaming up to bring the best of ranching practices together through a series of educational, hands-on, and practical workshops. The Practicum will consist of five sessions spanning eight full days of educational programming occurring over a seven - month period beginning in May 2012. Sessions will focus on topics such as grass growth and grazing management, developing a grazing plan, ranch economics and much, much, more.



The Colorado Ranch Practicum provides the following benefits for your business:

- Mentoring entrepreneurship
- Business training
- Marketing strategies
- Basic livestock practices
- Agricultural credit
- Information processing

Participants will develop the ability to efficiently use decision support tools in whole ranch management and marketing alternatives dealing with:

- Grazing strategies and systems
- Methods of managing market risk
- Calving and weaning dates
- Winter livestock nutrition
- Cull cow management
- Feed rations and seasonal mineral supplements
- Developing individualized unit of cost of production
- Matching calving and weaning seasons with forage environments
- Livestock nutrition and cow body condition scoring
- Family business and working relationships
- Protein and seasonal mineral supplements

Enrollment is limited to 20 applicants, and notification status will be given no later than May 1, 2012. The registration packet is due no later than April 15, 2012 along with full payment. The cost of the Colorado Ranch Practicum course is \$600.00 for one person and \$900.00 for two participants from the same ranch that are willing to share materials. Applications received after the deadline will be issued a \$100.00 fee. Scholarships will be available to those that qualify. Enrollment is limited, so early application is encouraged. Please make the check payable to Colorado Cattlemen’s Association and please send the application to the address below:

Colorado State University
Department of Animal Science
Attn: Jack Whittier
1171 Campus Delivery
Fort Collins, CO 80523-1171

For additional information visit :
<http://www.coloradocattle.org/ranchinglegacyprogram.aspx>

Participant Registration Form

Name: _____

Address: _____

City: _____ State: _____ Zip: _____

Phone: _____ E-mail: _____

Mark the operation(s) you currently have, or are interested in learning more about

_____ Cow-Calf _____ Yearling _____ Stocker/Feeder _____ Consultant _____ Other
(Please check all that apply)

Mark the operation(s) you wish for the Mentorship Program

_____ Cow-Calf _____ Yearling _____ Stocker/Feeder _____ Consultant _____ Other
(Please check all that apply)

Matching mentors with beginning ranchers is a key component to the success of this program. If you are interested in being a part of the mentorship program, please answer the following questions to the best of your ability.

1. Attendance at all sessions is very important because of the sequential nature of the curriculum. Do you have any conflicts that will prevent you from attending any of the sessions?

_____ No _____ Yes (Please explain): _____

2. Please describe some of your goal/ expectations for the Mentorship program.

3. Please describe why you think the mentorship experience will be beneficial to you.



Background

The Colorado Cattlemen's Association and Colorado State University is teaming up to bring the best of ranching practices together through a series of educational, hands-on, and practical workshops. The Colorado Ranch Practicum – a component of the Colorado Ranching Legacy Program is beginning the educational ranching practicums starting this coming May, 2012. The Practicum courses consist of 8 full days of educational programming occurring over a 7-month period. The ranching practicums are designed to give beginning ranchers the tools necessary to be successful in the complex ranching industry.

Ranching started in Colorado more than 150 years ago. Still to this day, it is a major contributor to Colorado's economy while at the same time keeping millions of acres of open space intact. However, due to economic changes and other challenging obstacles, the number of ranches are declining. To assist in the development of the next generation of ranchers, and to increase the number of beginning rancher, the Colorado Cattlemen's Association and Colorado State University is teaming up to bring the best of ranching practices together through a series of educational, hands-on, and practical workshops. The Colorado Ranching Practicum, a component of the Colorado Ranching Legacy Program, is designed to equip young and beginning ranchers to be innovative leaders in land management and conservation of their ranching operations.

Audience

Prospective applicants are those that are beginning ranchers, limited resource ranchers, ranch workers wanting to become ranchers, as well as existing or established ranchers. CRP is not specifically age driven, but rather is seeking to engage those individuals looking for further beef industry guidance and education.

Mentorship

It can be rather difficult for beginning ranchers to establish their business without some external resources. The mentorship program will provide the opportunity for those beginning ranchers to have a network of relationships with experienced ranchers to help establish that support. The model that will be used is called Mentor Match. Through an interview process and a production analysis of their business, mentors will be picked and directly matched to the beginning rancher. The mentorships program will facilitate matchmaking and support both the mentor and the beginning rancher during the duration of the program. If you are interested in being a Mentor, please refer to the mentor packet or refer to the brochure for more contact info.

Participant & Education Structure

Scholarships: There will be a certain number of participants that will be selected to engage in all of the CRP practicum sessions. The practicums are designed to provide applied education based on an operational calendar year. As participants move through the program, they will be receiving timely education and information that will ultimately relate back to financial balance sheet. Scholarships are awarded on a competitive basis and requires attendance to all workshops. An excused absent might be awarded in particular situations, but the workshop coordinator must be compliant.

Open Enrollment: For each practicum session, an open invitation will be made those individuals who can commit or are interested in certain practicum segments. Each practicum segment will tried to be structured so that they are as stand-alone as possible. However, it will be delineated in advance to those open enrollment participants that information covered in previous practicum segment will not be able to be extensively reviewed.

Outcomes & Objectives

Ranch Management Practicum Training and Education Objectives

- Develop skills of participants in critically evaluating management alternatives
- Improve participant's decision making skills
- Improve natural resources, livestock and financial monitoring skills so the progress in meeting the participant's business goals can be measured
- Develop sustainable rancher mentoring programs in each state
- Disseminate ranch business management information to broad audiences in each state.

Colorado Ranching Practicum Objectives

- Offer Practicum programs with 20 aspiring ranchers at each year
 - Beginning Ranchers objectives (what we expect you to complete):
 - Develop network for resources and support with University Extension Specialists and experienced ranchers.
 - Critically evaluate management alternatives.
 - Improved decision making skills.
 - Improve natural resources, livestock and financial monitoring skills.
 - Develop the skill set to track the progress of reaching business goals.
 - Improve ranch business success.
- Offer one to two-day sessions targeted toward beginning ranchers attending any of the Ranch Management Practicum courses
 - Participants Objectives:
 - Improve their knowledge and skills in items specific to beginning ranchers on topics including start-up financing, land leading arrangement, risk management and succession.

Develop sustainable rancher mentoring programs

- Mentoring Objectives:
 - Provide a formalized forum for participants to contact mentors.
 - Develop a network of mentors with a wide variety of experience and expertise that will be available to the participants.

Dissipate information to a broad audience in regards to ranch business management even if participation is not involved.

Sponsorships

Funding & Scholarship opportunities for applicants:

Those who enroll in the complete series will be eligible to receive scholarship funding. Scholarships will be awarded on a competitive basis. Participation in all of the workshops is highly suggested. Excused absences will be given in case by case situation, but due to the nature of the course and the preparation of the workshop, the coordinator must be compliant in assisting the participant in catching up. Scholarships will be disseminated following a successful completion of the course.

This project is supported by the Beginning Farmer and Rancher Development Program of the National Institute of Food and Agriculture, USDA, Grant 2011-00993.



United States
Department of
Agriculture

National Institute
of Food and
Agriculture

For additional information visit: <http://www.coloradocattle.org/ranchinglegacyprogram.aspx>

Colorado Ranch Practicum Schedule

May 30-31, 2012

Practicum #1 - Introduction to Colorado Ranching Practicum

Part 1 - Ranching Land & Forage Resources

Part 2 - Applied Nutrition for Beef Cattle

June 27-28, 2012

Practicum #2 - Develop Your Ranching Production Plan and Business Objectives

Part 1 - Matching Animal and Plant Production Cycles

Part 2 - Monitoring Rangelands for Optimum Production and Conservation

September 13-14, 2012

Practicum #3 - Ranching for Tomorrow

Part 1 - Current and Future Ranching Opportunities

Part 2 - Managing Genetics and Reproduction at the Herd Level

November 29-30, 2012

Practicum #4 - Producing for the Consumer: Meeting beef quality and preference demands

Part 1- The Robert E. Taylor Beef Symposium

Part 2 – Nick Petry Workshop

February 5, 2013

Practicum #5 - Back to the Balance Sheet – Tying it all Together

Part 1 - Developing a Ranch Plan – How is it done

Part 2 - Tying it all Together for Success

Practicum #1- Introduction to Colorado Ranching Practicums

Date: May 30-31, 2012

Coordinators: Michael Fisher & Dr. Jack Whittier

Location: Shortgrass Steppe Research and Interpretation Center, Nunn, CO

Objective: This practicum session will set the stage for the importance of engaging in applied education and financial planning in order to enhance and maximize ranch management practices and revenue opportunities. At this practicum, participants will gain a broader understanding of forage resources, land management, and animal nutrition. Management decisions, either directly or indirectly, have an impact on ranching finances. , A common theme throughout each of the practicums is: “how will your management decisions impact the bottom line of your balance sheet”?

Note: Lodging will be available at the Shortgrass Center

Part 1: Ranching for Land & Forage Resources - May 30, 2012

First half of day:

- Orientation
- Pre-evaluation
- Strategic Planning – Dr. Pat Reece, Professor Emeritus, University of Nebraska
 - Set the outline for how the balance sheet will be utilized
 - Decision-making
- Range Content
- Plant ID – Dr. Casey Matney, CSU Range Specialist

Second half of day:

- Field experience – Dr. Justin Derner, Range Scientist, USDA-ARS
- Individual soil maps; ecological site descriptions
 - (Could be a pre-requisite for each student to bring soil and production information from home)
- Dinner

Part 2: Applied Nutrition for Beef Cattle - May 31, 2012

First half of day:

- Applied Nutrition – Michael Fisher & Jack Whittier
 - At the end of presentation, illustrate the magnitude that nutrition decisions can have by using the balance sheet.

Second half of day:

- Field experience – Robbie LeValley, Kraig Peel, Justin Derner
 - Grazing selection (indicators of pasture health and productivity)
 - Animal behavior patterns
 - Homework
 - Forage budget
 - Ranch profile

Practicum #2- Develop Your Ranching Production Plan and Business Objectives

Date: June 27-28, 2012

Coordinators: Robbie LeValley and Joel Vaad

Location: Maxwell Ranch, Livermore, CO

Objective: This practicum will provide a broader understanding of how an operation's production practices work in tandem with marketing and financial objectives from both a short-term and long-term perspective.

Part 1 – Matching Animal and Plant Production Cycles - June 27, 2012

First half of the day:

- Illustrate May calving season and production practices – Joel Vaad
- Selecting the right calving and weaning seasons – and why

Second half of the day:

- Marketing & Finances – Norm Dalsted, Jay Parson, Rod Sharp
- Introduction of the Unit Cost of Production Analysis

Part 2 – Monitoring Rangelands for Optimum Production and Conservation - June 28, 2012

First half of the day:

- Rangeland Monitoring

Second half of the day:

- Conservation Easements – The Nature Conservancy
- Bring it back to the balance sheet

Practicum #3- Ranching for Tomorrow

Date: September 13-14, 2012

Coordinator: Terry Fankhauser & Devin Murnin – Colorado Cattlemen’s Association

Location: Castle Rock Extension Office, Castle Rock, CO

Objective: Participants of this practicum will address ways to approach and make critical decisions on those external factors that influence operational activities. In addition, participants will be provided with decision-making tools to aid in evaluation and implementation of genetic and reproduction choices year over year.

Part 1 – Current and Future Ranching Opportunities - September 13, 2012

First half of the day:

- Ranching Outlook
 - Developing critical evaluation skills
 - Ranching with the government
 -

Second half of the day:

- Importance of continuing education
 - Leadership
 - Professional
- Strategic planning for land and livestock

Part 2 – Managing Genetics and Reproduction at the Herd Level- September 14, 2012

First half of the day:

- Genetics and Reproduction
- Coordinator – Dr. Kraig Peel, Colorado State University Animal Science
 - Establishing genetic and reproductive goals
 - Developing a plan
 - Replacement Heifers
 - Identifying and Purchasing the Right Bull

Second half of the day:

- Reproductive management systems
- To AI or not to AI
- Estrous synchronization – why or why not
- Bring it back to the balance sheet

Practicum #4 Producing for the Consumer: Meeting beef quality and preference demands

Date: November 29-30, 2012

Coordinator: Michael Fisher, Golden Plains Extension Livestock Specialist

Location: CSU ARDEC Fort Collins, CO and National Western Stock Show Complex

Objective: Consumers are the ultimate end-user of your product and this practicum will illustrate consumer trends and the impacts various management practices can have on beef quality.

Part 1- The Robert E. Taylor Beef Symposium - November 29, 2012

Include registration costs for these symposiums to the overall practicum budget.

As part of this practicum participants will attend the symposia and have dedicated time as a Practicum group to interact with speakers and other Practicum members, including CSU and industry leaders.

- Bob Taylor Beef Symposium
 - Program to be determined

Part 2 – Nick Petry Workshop - November 30, 2012

- Petry Symposium
 - Program to be determined

Practicum #5- Back to the Balance Sheet - Tying it all Together

Date: February 5, 2012

Coordinator: Dr. Jack Whittier, Extension Beef Specialist, Colorado State University

Location: TBD

Objective: The concept that management practices, either directly or indirectly, have an impact on ranching finances was introduced in the first practicum. At this final practicum, participants will be asked to use the information garnered in previous practicum sessions to illustrate what management decisions they will be practicing, how they will evaluate these practices year after year, and what impact their decisions will have on their bottom line.

Part 1 - Developing a Ranch Plan – How is it done

- Loan options
- Beginning Farmer-Rancher programs for getting in the business

Part 2 – Tying it all Together for Success

Wrap-up program and discuss where to take the balance sheet

- Re-visiting Unit Cost of Production exercises
- Have participants share how they have done critical thinking throughout the practicum cycle that has lead them to change or think about different management/marketing/financial decisions
- Post-evaluation