

Services available

The Grazing Broker can:

- Identify grasslands available to rent.
- Assess the land's resources and capacity to support grazing.
- Develop a grazing plan based on your goals.
- Provide information on financial assistance for managed grazing.
- Provide template lease contracts.
- Facilitate agreements between you and likeminded landowners.
- Provide technical assistance on all aspects of managed grazing.

Our goal

Increase acres of well-managed grassland in Southwest Wisconsin.



Who we are

The Grazing Broker is a project of Southwest Badger RC&D Council, Inc., supported by our partners:

- Compeer Financial
- The Wisconsin Grass-Fed Beef Cooperative
- Wisconsin Department of Ag, Trade, and Consumer Protection
- The Wisconsin School for Beginning Dairy and Livestock Farmers
- University of Wisconsin Extension
- Iowa County Land Conservation Dept.

The project is funded by grants from the National Fish & Wildlife Foundation and USDA's National Institute of Food and Agriculture.



United States Department of Agriculture
National Institute of Food and Agriculture

For more information

www.swbadger.org/managedgrazing
Robert Bauer, Grazing Broker
608-732-1202
robert.bauer@swbadger.org

Grow your farm on rented land

Southwest Wisconsin Grazing Broker



Bringing landowners and producers together to develop lasting, working relationships.

Unfair advantage of grazing: lower input costs.

Production costs of managed grazing compared to confinement feeding are:

- 23% lower for beef cows¹
- 31% lower for dairy cows²
- 38% lower for dairy heifers²

1: USDA National Agricultural Statistics Service. 2007. Census of Agriculture. http://www.nass.usda.gov/Statistics_by_State/Wisconsin

2: Kriegel, T. and R. McNair. 2005. Pastures of plenty: Financial performance of Wisconsin grazing dairy farms. Accessed online June 14, 2011 at <http://www.cias.wisc.edu/crops-and-livestock/pastures-of-plenty-financial-performance-of-wisconsin-grazing-dairy-farms/>



It pays to graze...

Net income on rented land is greater for pasture than for corn, according to budget estimates by Paul Dietmann, Badgerland Financial, May 2014.

Pasture forage	Expense per acre	Income per acre
3.5 T @ \$150/T		\$525
Fertilizer	\$50	
Chemicals	\$10	
Electricity	\$20	
Labor	\$60	
Operating interest	\$4	
Land Cost	\$150	
Total	\$294	\$525
Net income	Per acre	\$231

Corn	Expense per acre	Income per acre
175 bu/a @ \$4.50		\$788
Seed	\$100	
Fertilizer	\$150	
Chemicals	\$40	
Tillage	\$50	
Planting	\$20	
Harvesting	\$32	
Hauling/drying	\$50	
Crop insurance	\$30	
Operating interest	\$11	
Land Cost	\$150	
Total	\$633	\$788
Net income	Per Acre	\$155

The landowner benefits, too

Managed grazing can provide all the ecosystem services of CRP (Conservation Reserve Program):

- Reliable cash income
- High quality wildlife habitat
- Erosion control and soil health

5 steps to use former CRP grasslands for grazing:

1. Sign a 3-5 year lease.
2. Fence perimeter, develop water sources with USDA assistance.
3. Renovate with burning, mowing, high-density rotational grazing.
4. Frost-seed clover.
5. Soil test and fertilize with gypsum and potash as needed.