

# Ranch Management Clinic

*Flexible Solutions in Any Market*



Tuesday – August 21, 2012

American Legion Post #0436

1404 Zanderson, Jourdanton, TX

## Agenda

8:30—9:00 am Registration and Coffee

- Striking a Balance Between Livestock and Wildlife — Bill Armstrong
- Profile of a Profitable Stocker Operation — Mark Hazard

10:15-10:30 Break

- The Banker's View on Livestock Loans and Our Next Generation of Ranchers — Mark Hazard
- Staying Flexible and Profitable in the Livestock Business — Vance Mitchell

12:00—1:00 Lunch and Visit Exhibitors

- Cattle Market Outlook: Trends and Industry Changes — CattleFax

2:00 pm Wrap-Up and Adjourn

## Speakers:

**Bill Armstrong** – Bill spent 32 years managing the Texas Parks and Wildlife Kerr Wildlife Management Area. Bill has gained extensive knowledge about what it takes to restore degraded, brush infested land for both livestock and wildlife. Come hear how livestock can and can't be used as a tool to manage wildlife habitat.

**Mark Hazard** – The Hazard family stocker operation has been described as one of the most consistently profitable agricultural ventures in the United States or abroad. Widely respected cattleman Gordon "Doc" Hazard started the operation in the 1940's and has successfully brought his son, Mark, and the rest of the family into the business. Doc's number one complaint about the operation is "...most of the time, there's just not much to do." Mark will share with you the principles that make this operation run smoothly and profitably, year in and year out. Mark will also draw from his experiences as president of First Commerce Bank in West Point, Mississippi to share the banker's view on cattle loans. Don't miss the chance to learn how to create a successful livestock business that your children will want to be involved in. For more information, read *Thoughts and Advice from an Old Cattleman* by Gordon Hazard, DVM.

**Vance Mitchell** – Vance is a sixth generation rancher located just outside of Edna in Lolita, Texas. Vance has closely studied and applied "Ranching for Profit" and "Bud Williams marketing and handling" principles to his livestock business for years. Come hear Vance explain how he stays flexible and profitable in the livestock business by operating both cow/calf and stocker operations on his ranch. Vance will share his philosophy on dealing with changing livestock markets and grazing management.

**CattleFax** – For over 40 years, CattleFax's focus has been information on, by, and for the beef industry. CattleFax strives to be the global leader in beef industry research, analysis, and information. The CattleFax mission is to provide expertise that translates to a more profitable bottom line - whether you are a beef producer, allied industry business partner, or financial institution. For more information visit [www.cattlefax.com](http://www.cattlefax.com).

Please RSVP by 8/17/2012 (*space limited*)  
(361) 592-0309 ext. 3 or [jason.hohlt@tx.usda.gov](mailto:jason.hohlt@tx.usda.gov)  
CEU's offered

USDA is an equal opportunity provider and employer.

Presented by the  
Grazing Lands  
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 NRCS Natural Resources  
Conservation Service

Registration Fee:  
\$25 per person  
(Meal Included)

