



CPA Info # 282 June 2017

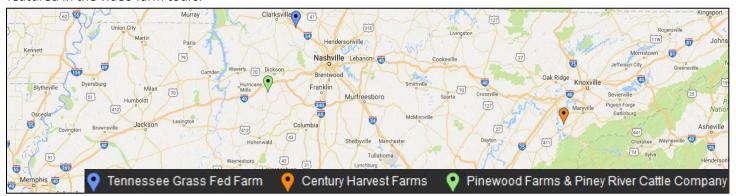
Grass-Fed Beef Producer Experiences Background Information on Featured Farms

Chuck Grigsby, Extension Specialist

The "Grass-Fed Beef Producer Experiences" video farm tours were conducted in May 2017 and form part of the educational material for the 2017 Grass-Fed Beef Conference. Three grass-fed beef enterprises in Tennessee were interviewed to learn more about their operations, including information about their forages, pasture management, finishing program, processing and marketing strategies. These interviews were later edited into three, 10- to 12-minute educational videos. The producers featured in the video farm tours were:

- Chris Burger, Century Harvest Farms, Greenback, TN.
- Phil Baggett, Tennessee Grass Fed Farm, Clarksville, TN.
- Lee McCormick, Pinewood Farms and Piney River Cattle Company, Nunnelly, TN.

The three farms were chosen based on their distinct geographic locations in the state and their contrasting production systems and marketing strategies. These three producers generously shared their unique experiences and perspectives as grass-fed beef enterprises. Their farms show a diversity of value-added agricultural opportunities for other grass-fed beef operations across the state. This fact sheet provides some background information about each of the three farms featured in the video farm tours.



Funding was provided for this project, in part, through a Southern Extension Risk Management Education Grant.





United States Department of Agriculture National Institute of Food and Agriculture



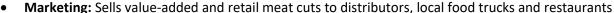
Century Harvest Farms

Farm Size: 350 acres

Production System: Grass-fed finisher

Cattle Breeds: Purchases black- and white-faced cattle from local

Forage sources: Fescue, orchard grass, crimson clover, German foxtail millet; Purchases legume hay for finishing



Unique aspects of enterprise: On-farm compost program; Adds value to meats and other locally-sourced products through their USDA-inspected processing facility and TDA-inspected commercial kitchen

Website: http://www.centuryharvest.com/

Contact: Email: chris@centuryharvest.com, Phone: 865-980-8522

Pinewood Farms & Piney River Cattle Company

Farm Size: 1250 acres

Production System: Mob grazing

Cattle Breeds: Murray Grey; Beefmaster

Forage sources: Varieties of cool- and warm-season forages; Native grasses; Produces some hay

Marketing: Farm-to-table restaurant; Sells retail meat cuts through on-farm store, local food stores and restaurants

Unique aspects of enterprise: Forest grazing; Free choice mineral supplements; Farm-to-table store and restaurant

Website: http://www.thepinewoodfarm.com/

Contact: Email: leermccormick@gmail.com, Phone: 931-670-6771

Tennessee Grass Fed Farm

Farm Size: 422 acres

Production System: Rotational grazing

Cattle Breeds: Balancers

Forage sources: Gamma grass, Bermuda grass, fescue; Purchases legume

Marketing: Direct-to-consumer sales through online store and farmers markets; Also sells through local health food stores, grocers, and butcher

Unique aspects of enterprise: 34-paddock, rotational grazing system – each paddock has its own water source; Approximately 50 percent of sales through online store; Tests for forage quality

Website: https://tennesseegrassfed.com/

Contact: Email: info@tennesseegrassfed.com, Phone: 615-347-5454





