

Grass-Fed Beef Producer Experiences Background Information on Featured Farms

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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, Nunnely, 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.



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Century Harvest Farms

- **Farm Size:** 350 acres
- **Production System:** Grass-fed finisher
- **Cattle Breeds:** Purchases black- and white-faced cattle from local producers
- **Forage sources:** Fescue, orchard grass, crimson clover, German foxtail millet; Purchases legume hay for finishing
- **Marketing:** Sells value-added and retail meat cuts to distributors, local food trucks and restaurants
- **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 hay for finishing
- **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

