SOUTHEAST DISTRICT EXTENSION

Southeast Area Agricultural Economics Specialist

September 2026

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Introduction

- Grew up in Soper, OK on a ranch with stocker cattle
- Had a very active 4-H career
- Attended college at Eastern Oklahoma State College and Oklahoma State University
- MS @ Oklahoma State in 2025
  - Made *lots* of tables for thesis

Introduction

- Started this role in May
- Started a few projects for this role
- Passion Projects:
  - Anything Beef Cattle
  - Estate Transition Planning
  - Disaster Preparedness
  - Risk Management and Operational Flexibility

Goals

To help Oklahoma producers manage risk across the full lifespan of their operations; from day-to-day economics, to disaster preparedness, to the eventual transition of the land and herd to the next generation.

To bring research-based tools grounded in both academic training and lived experience.

Plans

- County visits
- Producer and stakeholder visits
- Comprehensive needs assessment
- Review of existing data and previous program efforts
- Inaugural workshop series on disaster planning
  - 3-4 workshops across region
  - Evaluation at each event & refinement
  - Fact Sheets/ One-Pagers

Projects

- Updating tables from USDA stats for Monthly Newsletters
  - Will start a SE wide list soon
  - Custom Rates – Comparison between Nebraska and Texas
- Stocker Cattle – Numbers You Should Know
- Farm & Ranch Disaster Planning
- Virtual Fencing Research
- Data Collection outside OQBN
- Sheep Budgets

Stocker Cattle

- Lived it – strong in home county
- Research is the largest piece of literature on the topic
- Excel

Calculations:

- Cost of Gain
- Value of Gain
- Break-Even
- Days on Feed

Break-Even, Value of Gain, and Cost of Gain Worksheet

Purchase price	Purchase weight	Sale price	Sale weight	Gain
$6.42/lb	325 lb	$3.50/lb	850 lb	525 lb

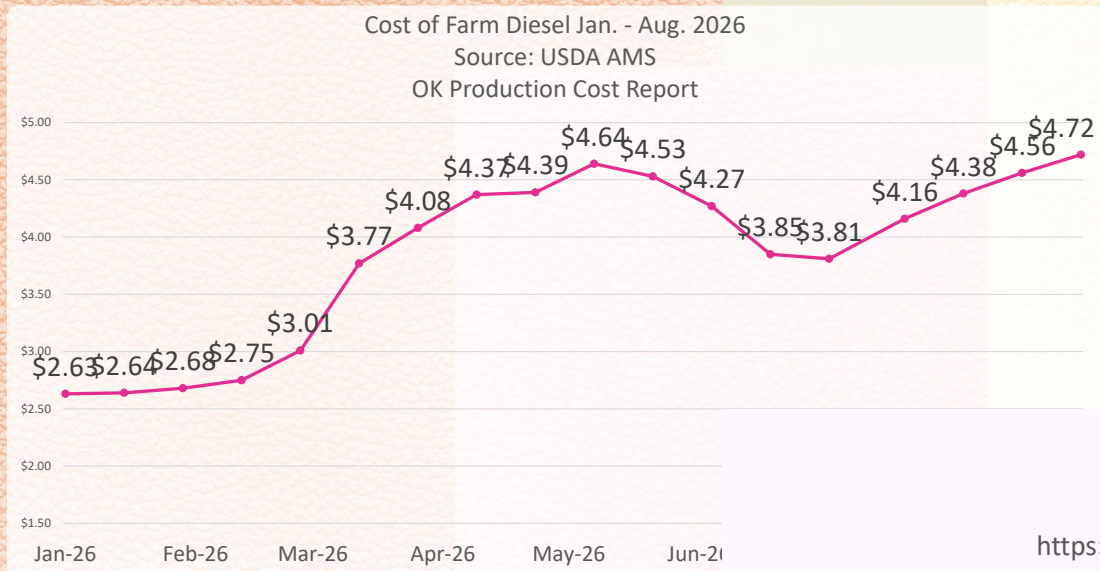
VALUE OF GAIN	$1.69/lb

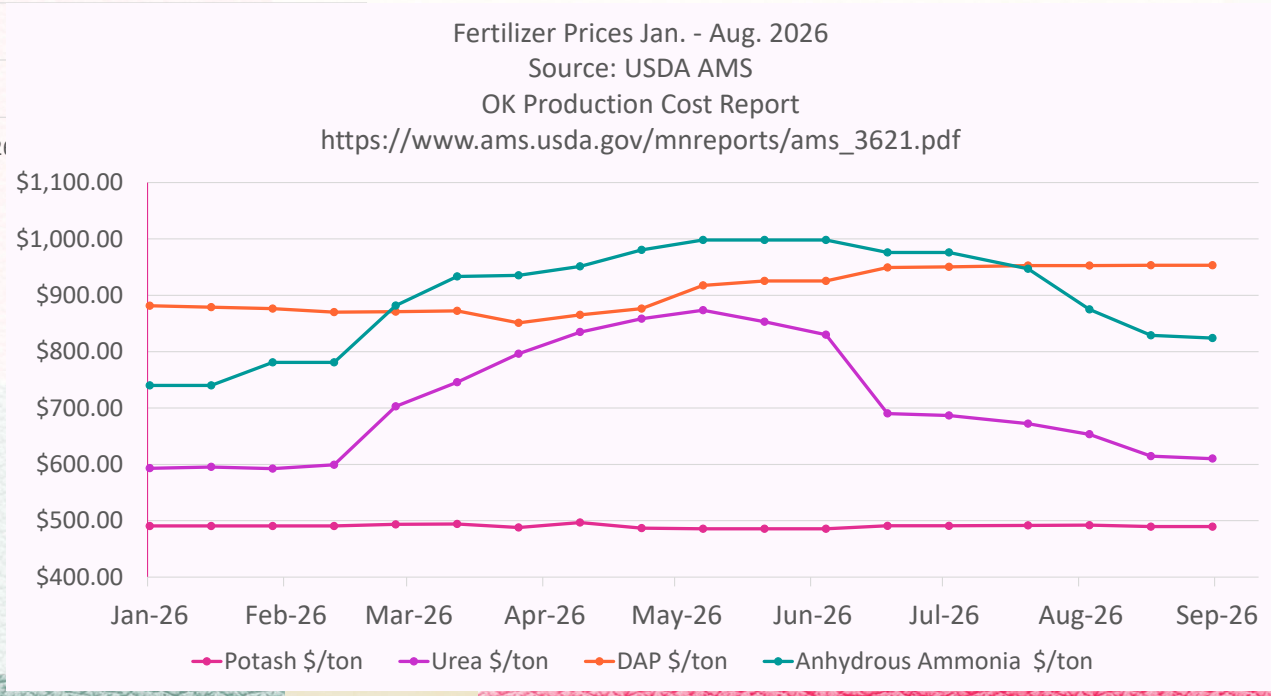
FEED & GAIN	VALUE	DETAILS
Days on feed	263	days
Rate of gain	2	lb/day
Gain	525	lb
Total feed consumed	2,100	lb (1.05 tons/head)
Feed per day per head	8	lb/day/head
Feed cost	$300	per ton
Total feed cost	$315.00	per head

FEED-ONLY COST OF GAIN	$0.60/lb

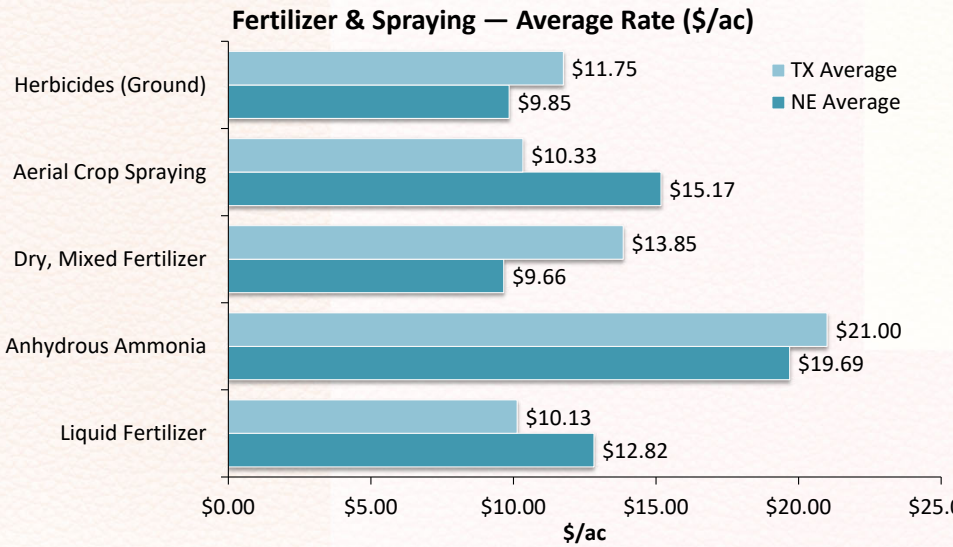
BREAK-EVEN CALCULATION	AMOUNT	DETAILS	
Purchase price	$2,086.50	Total cost	$2,401.50
Feed	$315.00	Sold weight	850 lb
Vet	$0.00	**Break-even sale price**	**$2.83/lb**
Overhead	$0.00	Sale revenue	$2,975.00
MIC	$0.00	**Profit per head**	**$573.50**

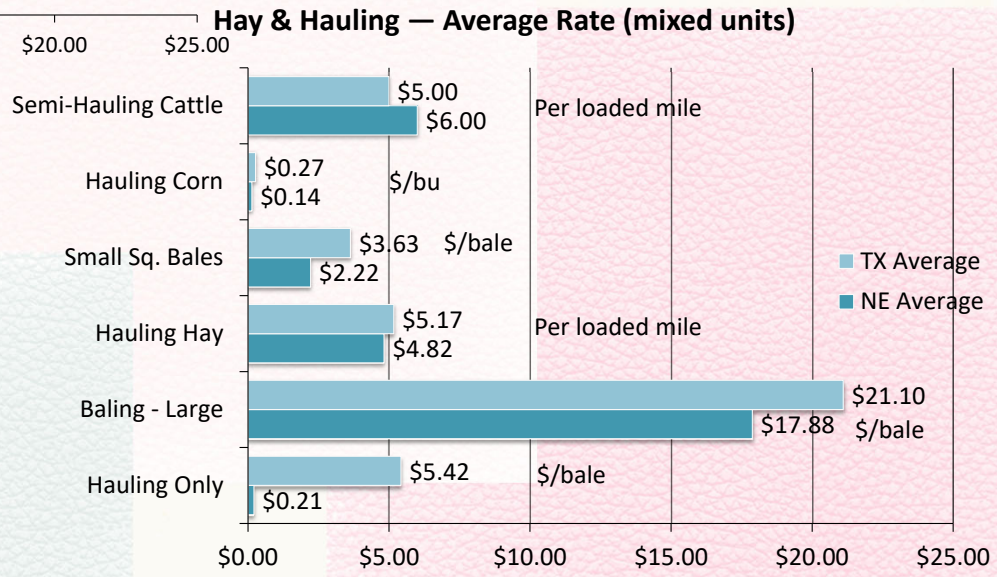
Oklahoma Cost of Production Reports



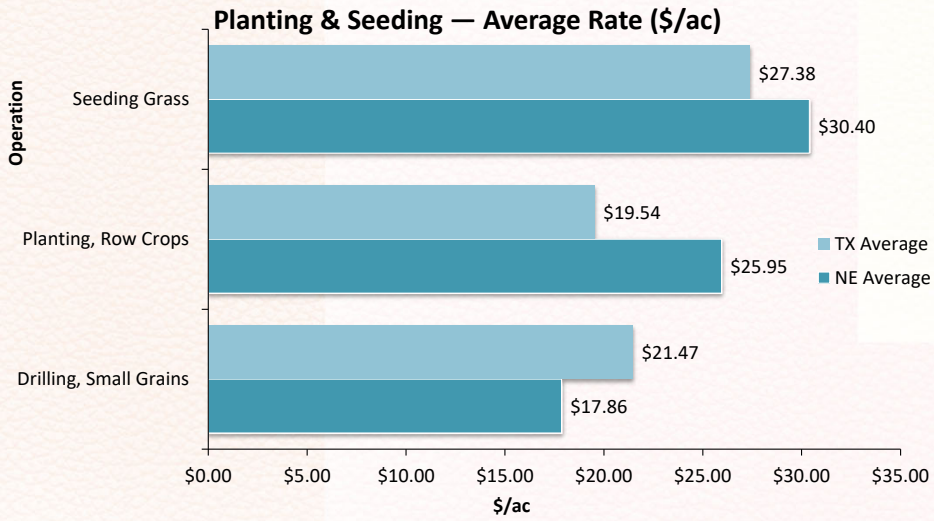


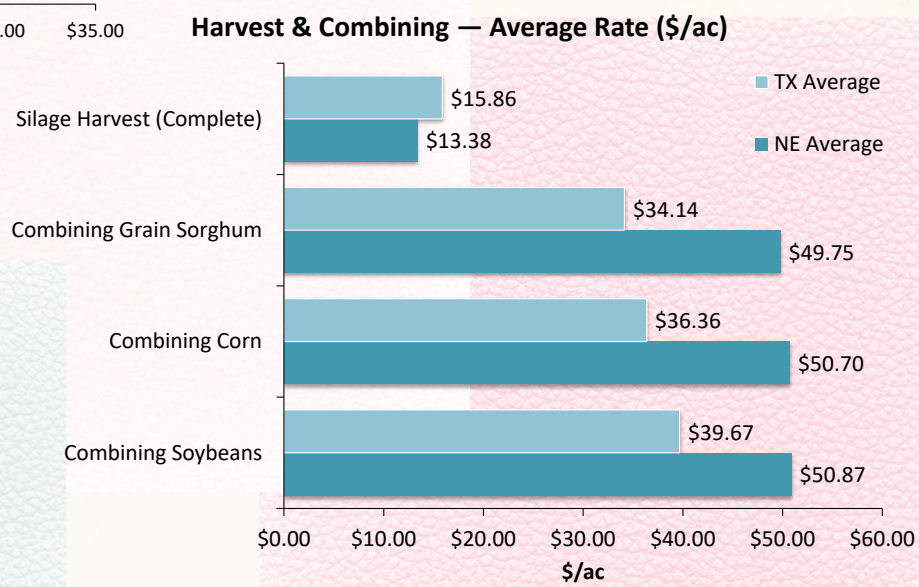
Custom Rates Survey Comparison



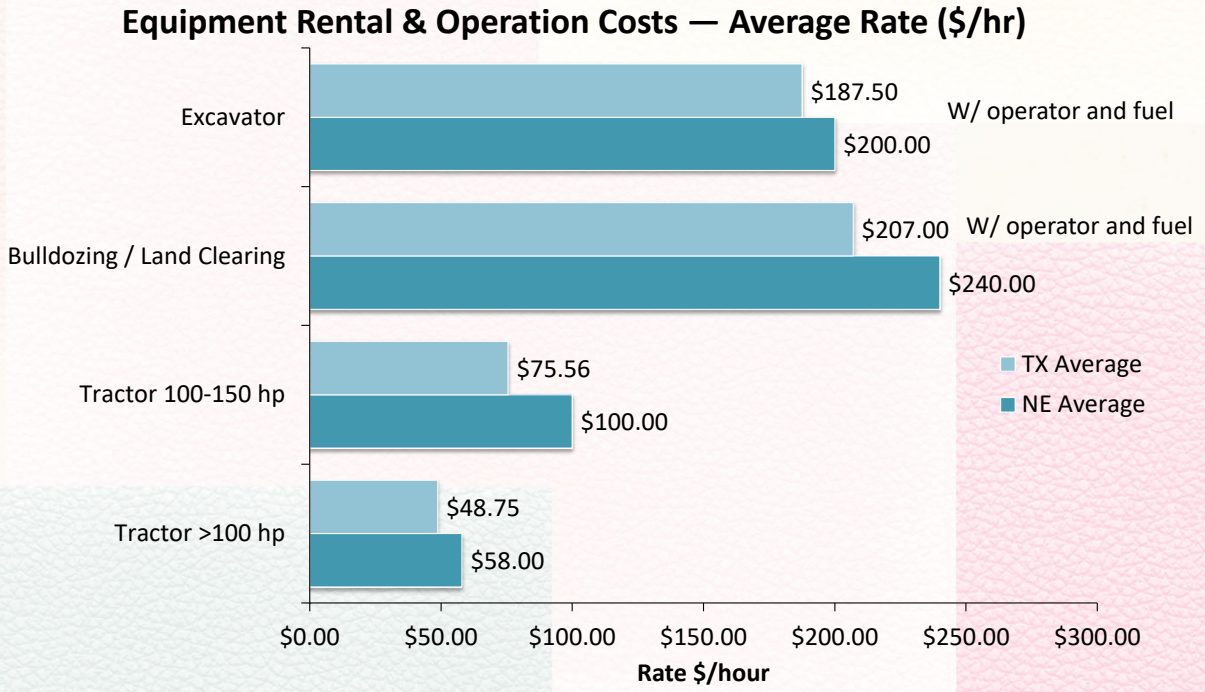


Custom Rates Survey Comparison





Custom Rates Survey Comparison



Disaster Planning

Our Producers have real risks... year after year

- Tornados
- Wildfire
- Flood
- Drought
- Ice/Snow

Buildings can be reconstructed. Herds and machinery can't. The single strongest evidence is a verifiable record created before the loss. NOT a reconstruction made afterward under stress.

The Packet In One Picture

1 · Property Loss

Home, outbuildings & contents. Insurance policy numbers, contacts and other relevant information

2 · Livestock & Equipment

Animal inventory & valuation, machinery serial numbers, death-loss evidence.

3 · Operation & Continuity

Business interruption, lease information, income/ tax records, the successor roadmap.

4 · USDA Assistance & Records

Which program fits which loss, the deadlines, forms, and tax implications.

Worksheet One

1. Farm & Ranch Property Loss Worksheet

Prepare this **before** a fire, tornado, or other total loss. Fill it in, print a copy for a farm folder, and keep a second copy off-site - photograph the finished pages and store them in a digital storage service or with a relative.

Policy & Contacts - fill in now, keep current

Insurance Carrier	Policy / Account Number(s)
Agent Name	Agent Phone
24/7 Claims Phone	Member / Co-Op Number(s)
Mortgage / Lienholder (If Any)	Lender Phone

Policy Effective Dates	Total Annual Premium	Renewal Date

Structure Inventory - Home & Every Outbuilding

List the home first, then every insured structure: barns, shops, silos, poultry houses, steel buildings, corrals, wells/pumps, grain bins. The scheduled limit is each building's own ceiling - flag any that look low against today's rebuild cost.

Structure / description	Year built	Coverage limit ($)	RCV / ACV	Est. rebuild cost today ($)	Photos taken?

Where you might find me this fall...

- Farm Transition Workshop in Ardmore
- Meat Goat & Sheep Bootcamp (October 19-21)
- Rural Economic Outlook (November 4)
- SE Area Fall Ag In Service (November 9-10)
- Rooted & Rising in Drumright (November 13)
- Cost of Production In Service (December 9)

Conclusion

What I am going to do:

- Show up
- Listen
- Build
- Research
- Deliver



Thank You