



Current Report

Cooperative Extension Service • Division of Agriculture • Oklahoma State University

STOCKER WHEAT AVAILABILITY PROGRAM (SWAP)

A. L. Hutson
Area Specialist

Damona G. Doye
Extension Economist

Historically, Oklahoma's wheat pasture market has been very inefficient. Because of location differences, buyers and sellers of wheat pasture have not always been able to find each other. Therefore, a very valuable resource, wheat pasture, may not have been used most profitably. In today's economic climate, producers need to fully utilize their available resources and generate maximum income from them.

To assist Oklahoma wheat producers and cattlemen, a new referral service, the "Stocker Wheat Availability Program" (SWAP), has been developed. SWAP is an information service to help match producers of wheat pasture with individuals seeking to lease wheat pasture. SWAP is a joint effort of the Oklahoma State University Cooperative Extension Service, Oklahoma Wheat Commission, and Oklahoma Cattlemen's Association. SWAP was organized by Gerrit Cuperus, Damona Doye, Gerald Horn, A.L. Hutson, Chris Rink, Lonnie Sellers, and Clem Ward.

SWAP is designed to help both wheat farmers and stocker cattle owners. It is however a market enhancement program, not a market-creating one. With SWAP, farms with available wheat pasture reach more potential purchasers of pasture. Renters of wheat pasture more quickly locate suitable acreages of wheat pasture and lease terms. For both lessees and lessors, the costs of finding trading partners should be reduced.

How SWAP Will Work

SWAP is simply a referral system where sellers of wheat pasture let it be known they have available pasture. A producer with wheat pasture for lease obtains a SWAP information profile (Figure 1) at the OSU County Extension Office or from the Oklahoma Wheat Commission. He/she returns the completed profile to the OSU County Extension office or to the SWAP List Coordinator in Stillwater. The information will then be made available at the County Extension Office and other locations throughout the state via an electronic bulletin board and printed SWAP lists. The electronic bulletin board allows information to be quickly and easily received, stored, processed, and distributed at low cost.

Individuals seeking wheat pasture can access the information through the electronic bulletin board in some county extension offices, or can view the printed list of available wheat pasture at these and other sites.

SWAP profiles will be updated September 1 to November 15 in the fall and January 1 to March 15 in the spring. There will be no charge for this service. **The only requirement for producers listing available pasture is to notify the office where the information profile is completed that pasture has been leased.** By removing profiles from the listing as the pasture is leased, individuals with available pasture will not be continually bothered by phone calls. Also, individuals seeking pasture will not be frustrated in their search because listed pasture is already leased. **For SWAP to be most efficient and useful, the list must be as current as possible.**

Using SWAP to List Wheat Pasture

The steps a producer with wheat pasture for lease should take are:

1. Obtain a SWAP information profile from the OSU County Extension Office and fill it out completely.
2. Return the completed SWAP information profile to Ann Hill, SWAP List Coordinator, 501 Life Sciences West, Oklahoma State University, Stillwater, Oklahoma, 74078-0505. The profile should be entered on the electronic bulletin board in County Extension offices with access to the bulletin board. If the county office does not have access to the electronic bulletin board, the profile should be forwarded to the SWAP List Coordinator.
3. **Contact the OSU County Extension Office or the SWAP List Coordinator (405-624-5531) as soon as a lease is signed to update or remove the listed information profile.** The profile should be updated if only part of the available acreage is leased initially and should be removed from the

Figure 1

Date 9-30-87

**Stocker Wheat Availability Program (SWAP)
Information Profile**

(1) Name: Able Farmer (2) Wheat available (acres): 460

(3) Address: Rt. 1 (4) County: Garfield

(5) Phone: 405-624-6081 (6) Time to call 7-8:00 a.m. _____ p.m

(7) Approximate date available: 10-15-87 (8) Approximate pull off date: 3-15-88

(9) Size of fields making up total acres:

Field [1] 180 Field [2] 180 Field [3] 100

(10) Lease terms available (check any applicable terms):

_____ Per lb. of gain Per head/month _____ Per cwt/month _____ Per acre _____ Partnership (share)

(11) Expected stocking rates: _____ acres/head at 300-400 lbs.
2.5 acres/head at 400-500 lbs.
_____ acres/head at 500-600 lbs.

(12) Fencing*: Good _____ Fair _____ Poor _____ Electric _____ None

(13) Water source*: Pond _____ Running stream _____ Water tank

(14) Receiving program: Available _____ Not Available

(15) Supplemental feeding:

- [1] Silage _____ Available Not available
- [2] Hay Available _____ Not available
- [3] Self-fed feed _____ Available Not available
- [4] Limit-fed feed _____ Available Not available

(16) Willing to provide (check appropriate items):

- Animal care _____ Animal feeding
- Water Fence repair

(17) Comments (scale location, steers or heifers only, etc.):

Fields 2 and 3 have a creek rather than pond. Fence on Field 3 is only in fair condition.

* Describe largest field. If different for smaller acreages, note differences in comments section.

THIS IS NOT A CONTRACT.

Final terms and agreement are solely the responsibility of lessor and lessee. Oklahoma Cooperative Extension Service assumes no liability or responsibility for information provided in the profile. This is a referral service designed to assist Oklahoma wheat and cattle producers.

list when all pasture has been leased. Return postcards to remove profiles from the list are available in the County Extension office.

4. Producers who list wheat pasture through SWAP will be mailed printouts of information profiles and return postcards. The profiles should be checked for accuracy of information. In case of error, contact either the SWAP List Coordinator or the County Extension office to request a correction.
5. Producers will be contacted directly by potential pasture lessees. All contract terms are negotiated between lessor and lessee.

SWAP packages of information on pasture and stocker production, marketing and management and a sample standard lease agreement are available at SWAP access sites. Producers are encouraged to request an information package and study the publications.

Figure 2

Stocker Wheat Availability Program (SWAP) Information Profile	
Date: 9/25/87	
Name: ABLE FARMER	Wheat available (acres): 460
Address: Rt. 1	County: GARFIELD
Enid, OK 73701	
Phone: (405) 624-6081	Time to call: 7:00-8:00 a.m.
Approx. date available: 10/15 Approx. pull off date : 3/15	
Size of fields making up total acres: 1: 180 2: 180 3: 100	
Lease terms available (check any applicable terms):	
Term 1: per head/month	
Expected stocking rates: 2.5 acres/head at 400-500 lbs.	
Fencing: Good	
Water source: Pond	
Receiving program: Available	
Supplemental feeding:	Silage: Not available
	Hay: Available
	Self-fed feed: Not available
	Limit-fed feed: Not available
Willing to provide:	1: Animal care
	2: Water
	3: Fence repair
Comments (scale location, steers or heifers only, etc.):	
Fields 2 and 3 have a creek rather than pond. Fence on Field 3 is only in fair condition.	

Using SWAP to Locate Wheat Pasture

Individuals attempting to locate wheat pasture can view the listed information profiles in one of two ways: 1) by accessing the electronic bulletin board or 2) by viewing printed copies of the listed profiles. If a County Extension office has terminal access to the electronic bulletin board, the pasture seeker can view and/or print

copies of profiles in the office. Figure 2 shows how the sample profile in Figure 1 would appear on the computer screen (only one-half the information can be viewed at a time). The printout of the information profile from the computer file will be similar to Figure 2.

In counties lacking terminal access, printed copies of all listed profiles will be available. Printed lists from the SWAP List Coordinator will be updated and mailed every two weeks. To have your name or business added to the mailing list, contact the SWAP List Coordinator. Postcards are available in the OSU County Extension office for this purpose.

Buyers contact growers directly regarding pasture. Lessors and lessees negotiate terms and payment method. The OSU Cooperative Extension Service assumes no liability or responsibility for information provided in the referral service or for contracts negotiated by users of the service.

Understanding The Information Profile

The information profile is designed to provide a brief, accurate, and meaningful description of available wheat pasture. A brief description follows of how the information profile is to be used. The numbers in the discussion (1-17) refer to the numbers on the information profile. Refer to the sample profile on the accompanying page for an example of how to complete the form.

(1) through (6) are mostly self-explanatory. The wheat producer should list his home address including zip code. The county listed should be the county in which wheat pasture is located. If the producer has wheat pasture in more than one county, more than one profile (one profile for total acreage in a given county) should be submitted. If the producer has small grain pasture available other than wheat, for instance, rye or a wheat/rye mix, this should be noted in the comments section (17).

(7) and (8) are extremely important. A producer should not list pasture as available until he/she is reasonably sure that pasture will be available on that date. Though some uncertainty is involved, especially with weather, the producer's experience should be helpful in knowing when pasture will be available given normal growing conditions. A producer should not on September 15 list the pasture as available November 15 when the pasture is only dusted in and not yet up. (8) is more predictable in some areas of the state than others. If the normal pull off date for wheat to be harvested is March 1, this should be indicated. If one acreage requires pull off March 1 and another acreage may be grazed out, this should be noted in (17).

In (10) the producer lists lease terms that will be considered. Four common terms are listed. Producers should check any appropriate terms--all four if lease terms are negotiable.

With the per pound of gain lease, cattle are weighed when placed on and when taken off pasture. The pasture owner is paid a predetermined amount for stocker weight gain. The lease should predetermine where and how the

cattle will be weighed and how shrink and death loss will be handled. Generally, the wheat pasture owner provides feed if necessary, at no additional charge, and takes care of the cattle under this arrangement.

The per head per month lease specifies a flat charge per head to be paid the pasture owner. This lease might be appropriate when either cows or cows with calves are placed on wheat pasture.

With per hundredweight (cwt) per month leases, cattle are weighed when they are placed on pasture. Pasture rent is at a predetermined rate for each month stockers are on pasture. For example, rent for a 450 pound animal at \$2.00 per cwt would be \$9.00 per month. Again, weighing conditions and shrink and death loss arrangements should be discussed by lessors and lessees before a contract is signed. Generally, if cattle require additional feed or hay, the owner of the cattle pays for or provides the feed.

The per acre lease arrangement specifies a dollar amount to be paid for the pasture until a given date. The cattle owner may have complete flexibility as to how pasture is utilized.

With partnership or share leases, the wheat pasture producer and stocker producer become co-owners in the business, sharing both risks and profits. Decision making and management may be shared by partners, according to their resources and abilities.

In (11) the wheat producer estimates stocking rates for the pasture. Here, the owner of the pasture may want to insure some protection from overgrazing if the wheat is intended for harvest. If the producer desires a stocking rate of 200 pounds per acre, it would take 2 acres, 2.5 acres and 3 acres per head respectively for the different sizes of cattle--300 to 400 pounds, 400 to 500 pounds, 500 to 600 pounds--to limit stockers to 200 pounds per acre.

Wheat pasture fences are described in (12). The critical point is whether fence is permanent or electric. The condition of the permanent fence is specified as good, fair, or poor. If fencing conditions are different on each acreage, the pasture owner should describe the largest acreage in this section and fencing conditions on smaller acreages in (17).

In (13) the water source for the cattle is identified. Again, if the producer has several wheat fields with different water sources, a note should be made in (17).

The producer indicates receiving program availability in (14). Receiving programs in addition to feeding and watering may include branding, vaccination, implanting, worming, and special treatment for sick calves. With a receiving program, the pasture owner has the facilities and management ability to receive purchased cattle and treat them for disease and parasites.

In (15) the pasture owner indicates willingness and ability to provide supplemental feeding. This information will allow the cattle owner to make contingent plans in case of a severe winter. Also, some cattle producers may desire supplemental feeding to increase the cattle's gain.

If the pasture owner is willing to do more than provide pasture, he/she indicates so in (16). Specific arrangements are negotiated between the lessee and lessor.

The comment section (17) can be used for any other information the producer feels is important, for example, a preference to run heifers rather than steers. The location of the nearest scales may be important, depending on the lease arrangement, and can be included here.

Summary

SWAP is designed to help wheat producers and stockmen better utilize their resources. Its main purpose is to make timely information on available wheat pasture accessible locally. An electronic bulletin board listing of wheat pasture profiles and periodic mailings of printed profiles help advertise available wheat pasture. The list is maintained and updated by the Oklahoma State University Cooperative Extension Service at no cost to wheat pasture producers or pasture renters.

SWAP is a service to improve the efficiency of the wheat pasture market by reducing the costs associated with searching for trading partners. The availability of accurate, complete, and up-to-date information is critical. For SWAP to be effective, growers must report leases to the SWAP List Coordinator or the OSU County Extension Office as soon as finalized.

Pasture and stocker production, marketing and management tips are summarized in SWAP information packages available at OSU County Extension Offices. Contact the appropriate county agent or area specialist for additional advice on agronomic, animal health and nutrition, or economic aspects of wheat and stocker production.

For more information about SWAP, contact:

A.L. Hutson
Room 113, Courthouse
Duncan, OK 73533
(405) 255-0510

Damona Doye
Oklahoma State University
529 Agricultural Hall
Stillwater, OK 74078-0505
(405) 624-6081

For assistance with 1) SWAP software to upload information, 2) changing or deleting your SWAP information profile or 3) adding or subtracting your name from the SWAP mailing list, contact:

Ann Hill
SWAP List Coordinator
Oklahoma State University
501 Life Sciences West
Stillwater, OK 74078-0505
(405) 624-5531



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