

Beef Business Lessons

Advice for Beginning and Experienced Farmers & Ranchers

OnPasture.com

Kathy Voth

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Meg Grzeskiewicz has been building her grassfed beef business for almost 5 years now and in that time she's made some mistakes and she's grown from them.

"It's uncomfortable for me to talk about because I have to admit to doing some really dumb things," says Meg. "But some of these mistakes could potentially end your farming career if you make them, so teaching you these lessons is more important to me than my ego."

Meg's lessons are valuable regardless of how long you've been farming or ranching. Read the series here:

bit.ly/BeefBusinessLessons



Click on "Find a Speaker" on the On Pasture site to invite Meg to speak at your event.

Here's What You'll Find....

Be a Business, Not a Charity

Meg says, "You have a moral obligation to be fair, but not to be generous." When negotiating a land lease, it has to work for all parties and you're not doing yourself anyone any good if you're not paying attention to your own numbers.

Trust Issues Are Not a Bad Thing

Here Meg discusses picking a good grazing partner or landowner to work with and how to keep records to cover yourself should things go sideways.



Contracts - Go Ahead and Write a Book

Contracts are king - and writing a good one will protect all parties involved. Meg shares everything she includes in a her farm/ranch lease contracts and her custom grazing contracts.

Building Your Business on Leased Land

Meg has also contributed to a series that covers evaluating pastureland, connecting with landowners, figuring out how much to pay to lease pasture, and writing your letter/resume to a prospective landlord. Read that series here:

bit.ly/LeasingTips



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