

IREDELL COUNTY CENTER

## Livestock News: August 2020

### Want to Sell More Meat in Bulk?



### List Your Farm Online for FREE



[www.meatsuite.com](http://www.meatsuite.com)

Visit the site and click  
“sign up” to add your farm.

Sign up

**MEATSUITE** is an online directory of farms selling meat in bulk. The site is promoted in counties across NC and receives over **5,000** pageviews per month!

For more information about Meat Suite, contact  
Lee Menius at [lamenius@ncsu.edu](mailto:lamenius@ncsu.edu)



United States Department of Agriculture  
National Institute of Food and Agriculture

Want to learn more about Meat Suite?

# Take a look at these upcoming educational opportunities!

## Making the Most Out of Bulk Sales Opportunities: Two New NC Choices' Tools

September 15th from 2-3:30pm

FREE

Registration is REQUIRED for the webinar.

[Click Here](#)

For the past year, NC Choices has been rolling out two new resources for North Carolina farms selling meat. These resources are particularly timely as the pandemic has driven an increasing number of consumers to seek local meat and to stock up on supplies. We'll introduce the Meat Price & Yield Calculator, an easy to use online tool to test and adjust your prices and ensure a profit whenever you sell meat. The calculator uses your farm's data to develop pricing that covers production, processing, and marketing costs, including the value of your time. Also learn about adding your farm to the MeatSuite directory of NC farms selling meat in bulk quantities. MeatSuite is a free website that helps consumers find your farm and "fill their freezer."

## Creating Consumer-friendly Bulk Meat Sales in the Time of COVID

Friday, Nov. 6, 11:00-12:30 AM

Register via the North Carolina Farm Steward Association Conference:

[Click Here](#)

Covid-19 created a challenging situation for conventional livestock markets and processors. Along with this challenge, farms are presented a unique opportunity to market meat directly to the consumer. This workshop is designed to equip the producer with clear and simple steps towards making bulk meat sales, such as quarters, halves, and mixed-cut bundles. We'll cover "how to" tips to help you get started quickly and will address the characteristics of the "crisis consumer." Join Ag. Marketing Consultant, Matt LeRoux from the NC Choices MeatSuite team for this workshop that covers understanding the consumer, pricing, product formats, and reaching consumers.

## What's In Your Hay?



Forage Nutrient Analysis Testing is available through the North Carolina Department of Agriculture

Currently, a complete analysis from NCDA&CS only costs ten dollars per sample. Typically, you can have the results back in a week to ten days. Why do I recommend a complete analysis? The results will provide you with information such as crude protein, total digestible nutrients, and mineral levels that you can then use to make sure you are meeting the nutritional needs of your herd, flock, or horse. You can then choose the necessary supplementation

if your hay does not meet their requirements. In some cases, you may even find that you are supplementing too much or that you don't need to at all.

[Online Forage Sample Submission Form](#)



## Pasture Weed Spotlight: Prickly Sida

- Erect, summer annual herb
- Can grow as tall as 3 feet
- Often found in pastures where grass is lacking due to overgrazing, or heavy animal traffic such as feeding and loafing areas
- Timely application of a herbicide containing aminopyralid is key to control--must be sprayed before the plant reaches 3 inches tall

**Remember to always read and follow all label directions and precautions!**



## Iredell County is Live!

The Visit NC Farms App connects the dots in communities across North Carolina. Using cell phone technology, residents and visitors can find farms closest to them with products and activities that interest them. Visitors can use the app to explore farms, farmers markets and local restaurants that are off the beaten path and unique to each community.

[Learn More](#)

## **DEADLINE EXTENDED:** Coronavirus Food Assistance Program

The deadline for submitting an application for the Coronavirus Food Assistance Program (CFAP) is September 11, 2020!

All Cattle Producers are eligible for relief payments due to market losses related to the COVID-19 pandemic.

**Call the Iredell County Farm Service  
Agency for more information:  
(704) 872-5061**



[Learn More](#)

NORTHEAST DISTRICT

# BEEF WEBINAR SERIES

VIA ZOOM PLATFORM

## 6:30-7:30 PM

SEPTEMBER 3 - MARKETING CULL COWS

SEPTEMBER 10 - SMALL-SCALE PROCESSING

SEPTEMBER 17 - UTILIZING BY-PRODUCTS IN FEED

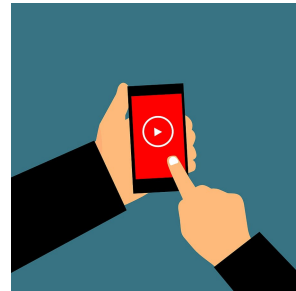
Register Online: [go.ncsu.edu/beef](https://go.ncsu.edu/beef)

[Click Here To Register](#)

## What would you like to see from us?

Help us plan the future of the Iredell County Cooperative Extension Livestock Program by filling out this survey!

[Take The Survey](#)



## Helpful Links

[See Past Newsletters »](#)

[NCSU Extension Forage Resources Portal »](#)

[NCSU Extension Beef Cattle Resources Portal »](#)

**Stay Connected to Iredell County  
Cooperative Extension**

[Visit Our Website](#)

NC State University and N.C. A&T State University work in tandem, along with federal, state and local governments, to form a strategic partnership called N.C. Cooperative Extension.

**Iredell County Center**

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Contact Us

