



Cattle Producers of Louisiana  
PO Box 886 ■ Prairieville, LA 70769

Toll Free: 888-528-6999  
Web: [www.lacattle.org](http://www.lacattle.org)

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March 21, 2013

Dr. Jeff Jordan- Program Director  
Southern SARE  
University of Georgia Griffin Campus  
Griffin, GA 30223-1731

Cattle Producers of Louisiana, CPL, is a grassroots organization structured on a regional basis formed to facilitate the combined efforts of participants within the Louisiana cattle industry for the purpose of mutual benefit. To this goal, we have firmly supported Dr. Scaglia's forage work. CPL believes that Louisiana has two major resources, forages and water, that can sustain a viable cattle industry. We have used Dr. Scaglia's forage results to encourage our members and other cattlemen to use a year round forage program to reduce input costs. Dr. Scaglia has been a presenter at our information seminars and is a great resource for our members. His work in grass fed beef and the utilization of different forage varieties to have year round grazing is an asset to Louisiana, as well as the Southeast complex. His project has increased the number of producers involved in grass fed beef as well as added value to light weight calves in the fall to be marketed in the spring. Having information, assistance and education about year round grazing has increase the value of our cattle due in part to reduced input costs. Our members have benefited from Dr. Scaglia's research and CPL would encourage you to support and continue to provide assistance to his project.

Respectively yours,

A handwritten signature in cursive script that reads "Dave Foster". The ink is dark and the signature is written in a fluid, personal style.

Dave Foster, CEO  
Cattle Producers of Louisiana

5411 Loreauville Road  
New Iberia, LA 70563  
March 21, 2013

Dr. Jeff Jordan  
Program Director  
Southern SARE  
University of Georgia Griffin

Dear Dr. Jordan:

As a grazier of grass fed cattle, I have monitored the work of Dr. Guillermo Scaglia at the Iberia Research Station. The information he is gathering is of significant interest to producers of grass fed beef. Many of us regularly attend both pasture walks and field days conducted at the Iberia Station. Dr. Scaglia's work is of increasing interest to beef producers. On March 9, 2013, we had a record attendance at the Iberia Station Field Day. Progress was reported on the work done by Dr. Scaglia.

I coordinate and plan pasture walks of the Acadiana Grazing Alliance, a group of over sixty livestock graziers in an eight parish (county) area. We meet at ranches periodically to discuss efficient forage production and management. Recent pasture walks have included visits to the Iberia Station with Dr. Scaglia reviewing progress he has made with the grazing experiments. These visits are especially informative since producers get to openly discuss situations they face and Dr. Scaglia is available to offer his expert opinion and quote results obtained in his grazing research.

In 2013, I am serving as president of the Louisiana Forage and Grassland Council. The LFGC is a sponsor of Field Days at the Iberia Station. Our Annual meeting will be conducted in December of this year. A feature of this meeting will be the production and marketing of grass fed beef. Dr. Scaglia's work will be reported and a panel of producers will discuss their experiences producing and marketing grass fed beef. Several, if not all, of these producers regularly attend field days at the Iberia Station.

The production and marketing of grass fed beef has increased significantly in this area. Dr. Scaglia's work has had a definite positive influence on this trend.

As graziers strive to become more efficient in forage production and utilization, we look forward to monitoring and keeping up to date on the progress of Dr. Guillermo Scaglia's work. He has indeed stimulated a significant amount of interest among livestock producers.

Sincerely,



Harvey C. Gonsoulin, President  
Louisiana Forage & Grassland Council



Natural Resources Conservation Service  
905 Jefferson St, Suite 310 Lafayette, LA 70501

Area II Range & Pasture Management Specialist  
Stuart Gardner (337)262-6601 extension 3

March 18, 2013

Dr. Jeff Jordan  
Program Director  
Southern SARE  
University of Georgia Griffin Campus  
Griffin, GA 30223-1731

Dear Dr. Jordan,

I would like to submit this letter of thanks and full support to Southern SARE for the direct role in funding and supporting applied research and extension efforts for sustainable forage based livestock grazing systems. I am specifically referring to the project entitled "Maximizing profitability, sustainability, and carbon sequestration of no-till forage systems for finishing beef cattle in the Gulf Coast region", directed by Dr. Guillermo Scaglia at the LSU AgCenter Iberia Research Station. During the 3 years of the Project, Dr. Scaglia and supporting system, have done outstanding work. They have conducted a very important project on forage-fed beef and development of sustainable forage based grazing systems. The livestock producers in the region have benefited from watching the project develop. The information collected has been effectively disseminated to livestock producers and industry professionals in the region.

This research and demonstration is very important for Louisiana and all of the Gulf Coastal Region. The regions humid sub-tropical climate, medium to high fertility soils, abundance of marginal land, and ability to grow substantial amounts of forage for twelve months of the year, provides opportunity for sustainable forage based livestock operations to flourish. Leadership and support from Southern SARE is on the correct track. The high level of interest has been demonstrated, by attendance of livestock producers and associated specialist, at field days and pasture walks. These gatherings have served as a starting point for forage based livestock producers and professionals to further develop a substantial network. This network has served as a medium and focus point, to discuss concerns, methods, and solutions to issues that are encountered during the day to day implementation of applied grazing systems on local and regional farms and ranches.

Information generated by this project has proven vital for the development of grazing enterprises that venture into the stocker, as well as into the forage finishing segment of the industry. Transportation costs have skyrocketed in the last several years. Keeping cattle in a local or regional area severely reduces energy consumption and is less stressful on livestock. The Gulf Coast Region has an abundance of cow calf operations to produce calves for utilization in these types of sustainable grazing systems. It makes sense to develop the stocker and grass finishing systems in this region. Due to this research project an integrated local, sustainable, forage based livestock system has started to develop. Louisiana and the Gulf Coast Region have traditionally produced only light weight calves that are sold at weaning. Keeping these calves in the state and region will add a tremendous amount of value to the calves and benefit producers and associated industries. Improvement of local, state, and regional economies is a direct result of this type of research.

United States Department of Agriculture



Natural Resources Conservation Service  
905 Jefferson St, Suite 310 Lafayette, LA 70501

Area II Range & Pasture Management Specialist  
Stuart Gardner (337)262-6601 extension 3

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Southern SARE research grants have provided and will provide valuable grazing techniques, procedures, example, and subsequent information in terms of actual production techniques and economics of operation. Consumers, graziers, local and state economies, and the environment will be some of the beneficiaries of the research grants. Extension agents, consultants, and other industry support professionals have benefitted and will continue to benefit from these SARE research and demonstration projects. Natural systems based, sustainable, forage developed and forage fed beef production, are favorable methods of food production to consumers. Good stewardship practices, like implementation of a sustainable forage-fed beef production system, have cast a good light upon this type of modern livestock production. It's good for the land and for the consumer's health.

Thanks again for making this project a reality. Please continue to support this project or similar projects.

Sincerely,

A handwritten signature in blue ink that reads "Stuart Gardner".

Stuart Gardner  
Area Range Conservationist  
USDA Natural Resources Conservation Service  
Lafayette, Louisiana

March 19, 2013

Dr. Jeff Jordan  
Program Director  
Southern SARE  
University of Georgia Griffin Campus  
Griffin, GA 30223-1731

Dear Dr. Jordan,

I am writing in support of the SARE grant entitled “Maximizing profitability, sustainability, and carbon sequestration of no-till forage systems for finishing beef cattle in the Gulf Coast region”. This project was very well received by the scientific community as well as by producers alike. There is a lot of interest in the issue of forage-fed beef production in the southeast. Our environment is excellent to produce it. Weather is certainly friendly allowing us to produce forages year-round. There are certain limitations for excellent animal performance due to hot weather and high humidity but still it is much favorable on a year-round basis than other parts of the country.

One of the outreach activities on this project was a workshop that I personally organized when working for Mississippi State University at the Prairie Unit. In this workshop Dr. Scaglia presented this project. His talk together with the one from Dr. Allen Williams (Tallgrass Beef) gave a framework for production and marketing of forage-fed beef. There were 38 producers in attendance and their feedback was extremely positive. At that point in time there were a few producers working on this subject as well as producing “natural” and “organic” and I am positive that the number has increased in the last couple of years.

Having the support of Southern SARE for this grant provided many producers as well as researchers and extension agents a valuable source of information with major impact in production and sustainability of beef cattle producers.

Thanks for supporting this effort.

Best regards,

*Holly Boland*

Dr. Holly T. Boland  
[herry@vt.edu](mailto:herry@vt.edu)

23 March 2013

Arthur Landry  
Garrison Landry  
Hollywood Livestock  
4035 Hollywood Street  
Baton Rouge, LA 70805  
225-356-3171

Dr. Jeff Jordan  
Program Director  
Southern SARE  
University of Georgia Griffin Campus  
Griffin, GA 30223-1731

Mr. Jordan,

As the operators of a pasture-based multi-species livestock business in Louisiana, we would like to extol the research and effort that has come through to our enterprise from the information and networking provided by programs planned and presented by Dr. Guillermo Scaglia.

Dr. Scaglia has done a tremendous job of helping livestock graziers to understand how to better our utilization of forages and forage chains to improve the sustainability of our agricultural businesses.

It is very comforting to know that Dr. Scaglia is doing research and trials to gather information to improve our bottom line and is very effective at communicating this information to us thru the presentation in person and at field days. We look forward to Dr. Scaglia's future insights and studies.

Best Regards,

Arthur Landry  
Garrison Landry

Charolais  
Angus

Charlangus

Dr. Fred & Debbie Rodosta  
*Owners*

**Rolling**

**R**

**Ranch**

1961 Hwy 3043

Opelousas, La. 70570

Mobile:337-331-3151

337-948-6511

Fax: 337-948-6512

Office:

**Freezer Beef Market**

*"Farm Fresh at Country Prices"*

*"Louisiana Bred ----- Louisiana Fed"*

March 18, 2013

Dr. Jeff Jordan  
Program Director  
Southern SARE  
University of Georgia Griffin Campus  
Griffin, GA 3023-1731

Dear Dr. Jordan:

I am sending this letter of support for the research on forage fed beef that Dr. Guillermo Scaglia and Associates are performing at the Jeanerette Louisiana Research Station.

I have a Charolais and Charlangus beef herd in Louisiana that we sell seed stock and bulls to commercial cattlemen

We, also, have a freezer beef market that we sell both grain fed and grass fed beef.

I feel the research that Dr. Guillermo Scaglia is doing is very helpful for the beef cattle industry in our area.

Frederick G. Rodosta, MD



24 March 2013

Dr. Jeff Jordan  
Program Director  
Southern SARE  
University of Georgia Griffin Campus  
Griffin, GA 30223-1731

My name is Shannon Gonsoulin, DVM. I am a veterinarian and a grass fed beef producer. I live in New Iberia Louisiana and have been producing grass fed beef for the last 8 years. Our family has been raising cattle for the last 200 plus years in south Louisiana. In 2005 we decided to take out as many middlemen as possible to direct market our cattle and utilizing environmental conservation at the same time. We now direct market our animals to local restaurants and grocery stores. We have found a tremendous amount of interest in our product and this has grown above and beyond our expectations. There will always be feedlots and high production animal systems due to the world's population growth. As a veterinarian, I was trained to think and work this way and that is ok, we will always need this high pace of production. We are just offering the consumer a different avenue to get the same product. They want to know where the food comes from and what it contains. I believe we are at a turning point in beef production for several reasons. First, using the corn for fuel has made the feedlots transition into feeding cattle on forage longer so they will be placed on feed less. Second, the continual bad press that our food has become married to for various reasons has put the consumer on point. They want to know where the food comes from and what it contains. Thirdly, the consumer wants to keep their money local. Local is huge in the marketplace. These are the driving forces at this time for the continual support in grass based feed operations. However, there is very little research associated with this type of production. The information Dr. Scaglia is producing is vital to our operation for future production. The momentum for this type of product is not short lived. As cattlemen see the benefits of producing his own product and direct selling to the end consumer, you will continue to see a shift in that direction from both an economic and a personal satisfaction view. We desperately need research in the form of what forage to feed and at what time of year and in what climate. What breeds do better on forage compared to feed? When is the optimal time to process these animals for both marbling and leanness? There are so many questions we need answered to continue to push this forward and the only way we can continue to provide local, fresh and wholesome beef is through continual research. I thank you in advance for continuing this type of research.

Shannon J. Gonsoulin, DVM





## GLC Meat Market

### GLC Meat Market Open in Loreauville

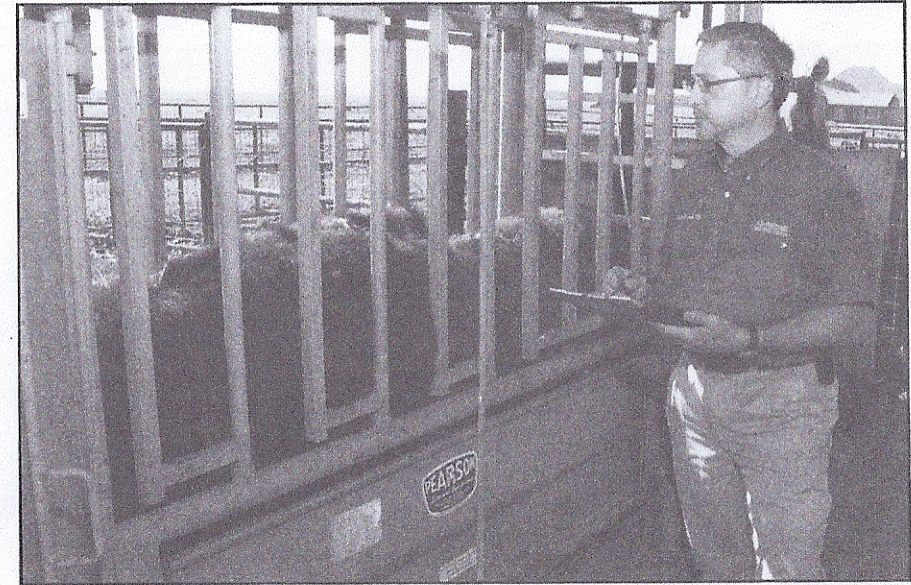
Gonsoulin Land and Cattle is now selling grass-fed meat from its new store at 211 Main Street, Loreauville. GLC Meat Market's grass-fed meats now include beef, pork and lamb. Sustainable, local, raised on grass without antibiotics or growth hormones, GLC offers a product our grandparents would be proud to serve. "We feel that the consumer has asked for a product that is good for their family and good for the environment," says Dr. Shannon Gonsoulin, owner and

local veterinarian. He and his wife Toni Gonsoulin, also a DVM, raise their family on the 243-year-old Gonsoulin ranch, a USDA-Natural Resource Conservation & Soil award recipient. "We don't damage our environment, we improve it," he says.

GLC is a producer with the American Grass-fed Association, assuring best practices. GLC beef is a licensed, Certified Louisiana Product, and accepted by the Louisiana Branded Beef Program. "It is healthier because it is a very lean beef, 85 percent lean, and that is every cut, from the steak to the hamburger," says Shannon Gonsoulin. Portions don't shrink and the beef cooks best over low heat. "If you are familiar with cooking deer meat, it cooks very similar to deer meat, very low fat."

The beef sold is dry-aged for seven days, custom cut, vacuumed-packed and flash frozen. The grass-fed pork is from Hollywood Livestock of Baton Rouge. Also sold are local jams and jellies, honey, pecans, and farm eggs.

GLC Meat Market is open Saturday, 8 a.m. to noon, Mondays from 9 a.m. to



**Grass-fed, lean and certified Louisiana-grown beef is a healthy and environmentally-friendly option available from the new GLC Meat Market in Loreauville. Dr. Shannon Gonsoulin is proud to offer a heart-healthy product, processed without antibiotics or growth hormones.**

noon, Tuesdays, Thursdays and Fridays from 1-6 p.m., and Wednesdays from 9 a.m. to 6 p.m. A Farmer's Market is held from 2-6 p.m. every Wednesday at GLC Meat Market, with farm fresh vegetables,

produce and other handmade and home-made items.

GLC grass-fed beef is available at 20 grocery stores and four New Orleans restaurants.

### FAST FACTS

#### GLC Meat Market

211 Main St. • Loreauville, LA 70552

Market: (337) 577-9160

glcranch.com

Years In Business: 7

Employees: 2

Owner:

Drs. Shannon & Toni Gonsoulin, DVM

