



From Deep in the Heart of Texas

Huffman Farms

McGregor, Texas

Kevin Huffman & Johan Brink



Vita Plus Custom Harvester Meeting 2017

Drive Forward. February 21 & 22



Huffman Farms
McGregor, Tx



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A little history

- **1970s:** Huffman Farms started by Harlan & Hope Huffman
 - Stocker cattle, cropping
- **1980s:** High interest rates and financial struggles
- **1990s:** Series of crop failures
- **That's when Kevin gets involved**
- **Texas A&M influence**



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My philosophy

- **Always need a Plan B**
 - We've experienced some true disasters
 - Always need a back-up plan
- **Not much of a safety net for us**



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Farm scope

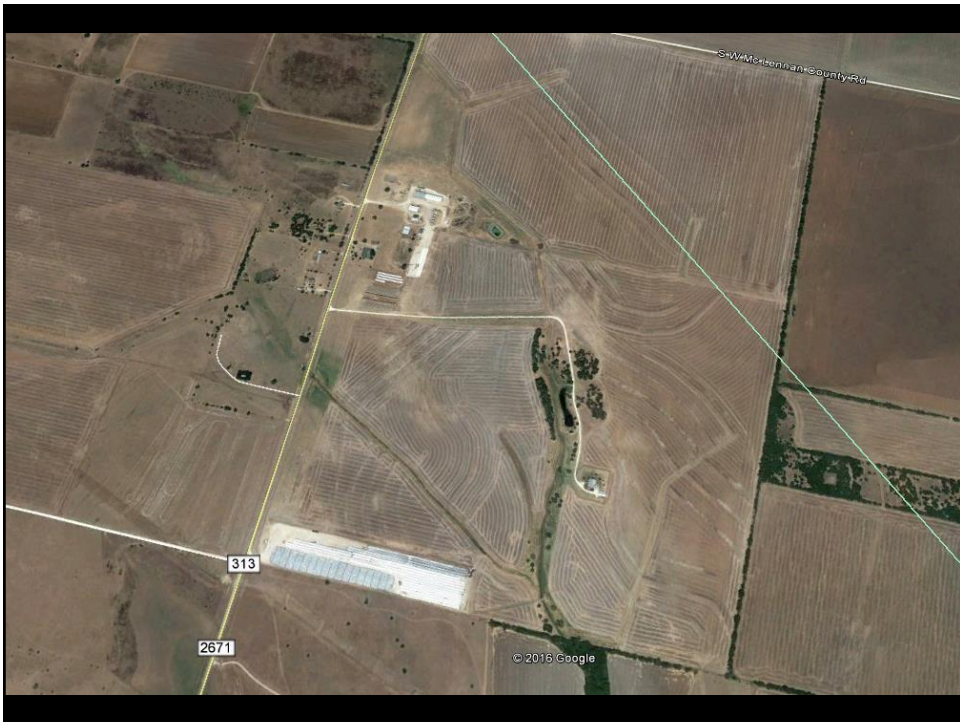
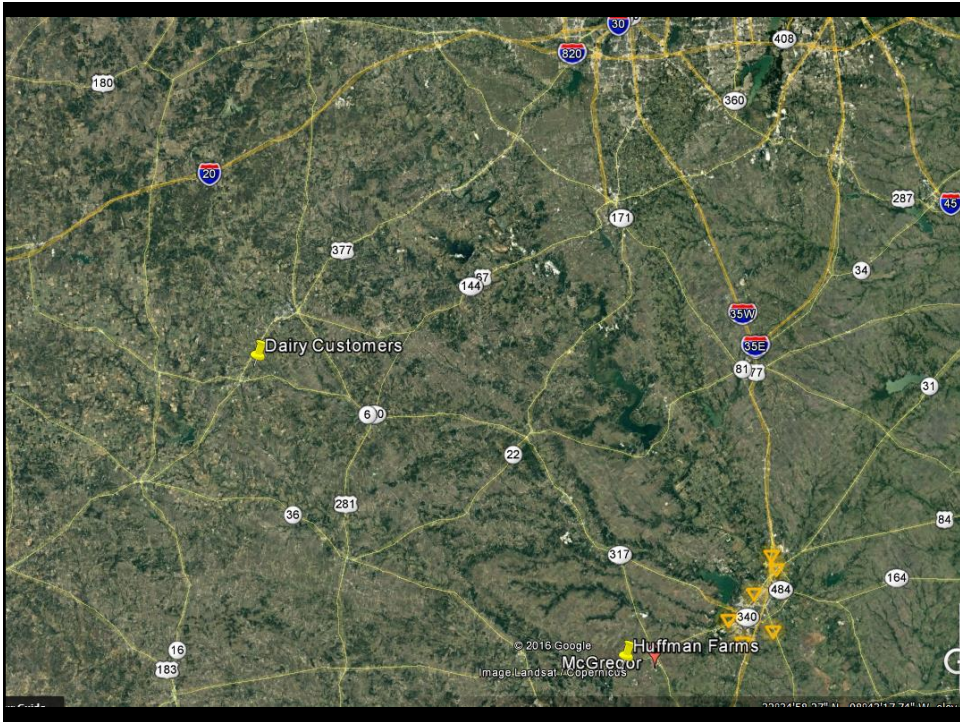
- Farm a 13-mile radius
- 4,200 acres cropland
- 1,800 acres range land
- 170 beef cows
- Have had to diversify to survive

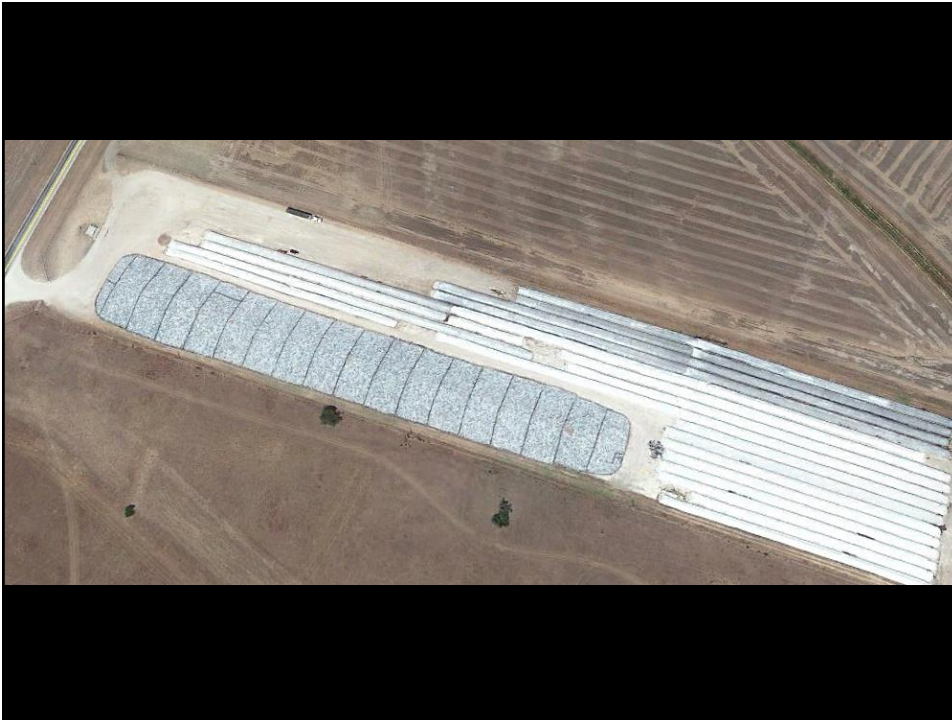


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Silage sales business

- **1999:** Began selling to a couple of dairies
 - Really good guys to work with
- **Developed good relationships, so business expanded and grew**
- **Have now worked with some of the dairies 15+ years**



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Why sell silage?

- **Compete with the world when you sell corn to the market**
- **Only compete with neighbors when selling corn silage**
- **Quality**



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How does this work?

- **Who buys your feed?**
- **Where are they located?**
- **How do you determine price?**
- **Contracts?**
- **Do you get paid in a timely fashion?**
- **What are the challenges of providing quality?**
- **What if your crop is a disaster?**



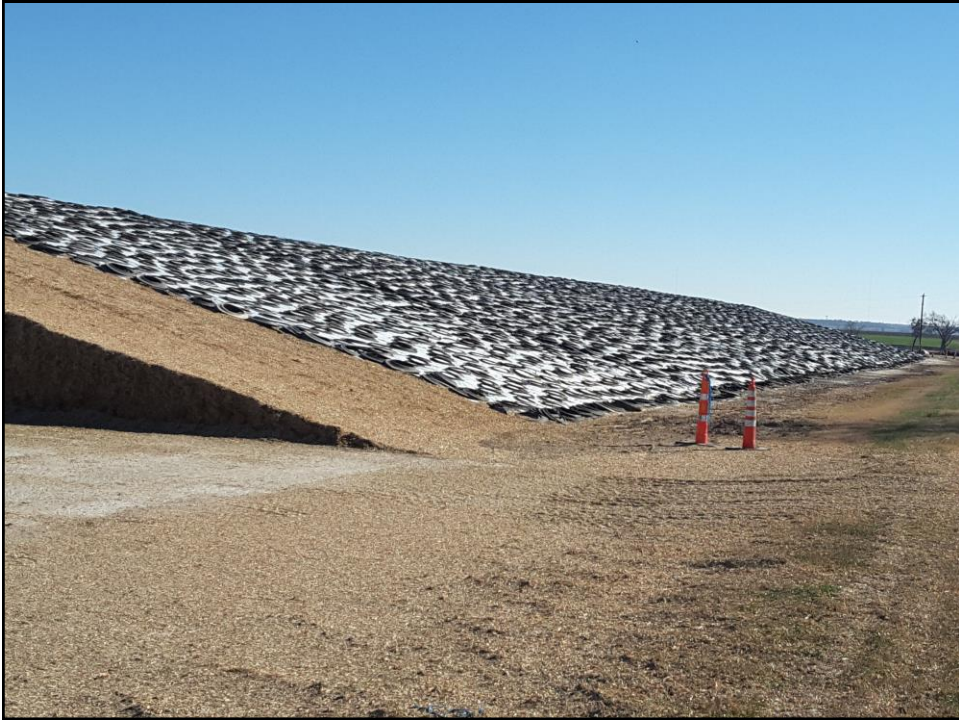
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Custom harvesting business



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Deciding to custom harvest

- **Began in 2010**
- **Johan's baby?**
- **Profit center or a means to achieve quality?**
- **Crops harvested**
- **Equipment used**



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Service beyond 'just getting the job done'

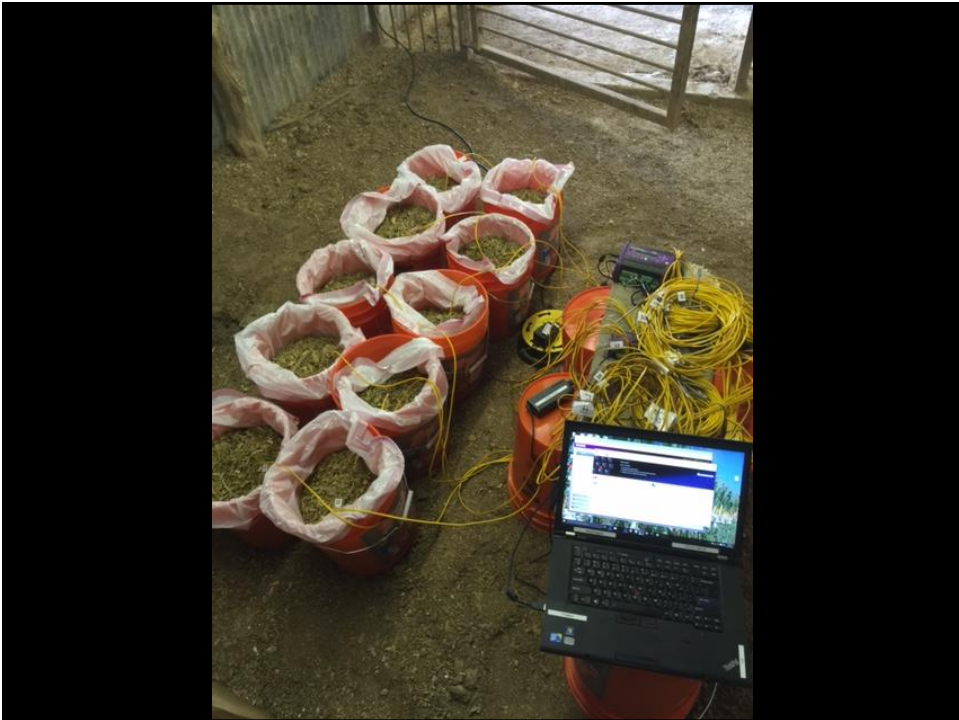
- A resource to clients
- Trying to bring new ideas and technologies



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The farming aspect of Huffman Farms



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