BUSINESS HISTORY

The business history component of the business plan briefly describes how the operation came to be and how you came to be its owner and/or manager. This would include when and how was the operation started, the location of the operation, the source of the land, equipment and other resources, and was it inherited or purchased or is it rented. How was and is the operation financed? What management changes have occurred over its history? What were the defining moments or events that caused you to control the operation?

Business History

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TTAP Enterprises was founded in 1972 as a sole proprietorship registered in Wilbarger County, Texas, owned and operated by Thomas C. Rancher Sr. It was originally a farm and ranch operation that produced calves from its cow herd and also farmed wheat, grain sorghum, and alfalfa for sale on a total of 11,000 acres. Thomas Sr. and his wife had two children; a daughter named Jan and a son named Thomas Jr. Both children are married. Jan and her husband, Joe Rowdy, live in Lubbock, Texas where Jan teaches school and Joe has a successful veterinary business. Thomas Jr. is married to Julie who was raised on a ranch not far from the current operation.

In 1994, Thomas C. Rancher Jr. purchased 6,000 acres of the original operation from his father. Mr. Rancher Sr. chose to hold the additional 5,000 acres for estate transfer purposes. These acres are leased by TTAP Enterprises. Upon the purchase in 1994, TTAP Enterprises expanded its operation to include stocker cattle into the farming and ranching operation and dropped alfalfa production.

Currently, TTAP Enterprises is a privately owned farming and ranching operation. TTAP Enterprises consists of 6,000 acres of owned land (5,000 acres native pasture; 1,000 acres wheat with 200 acres double cropped grain sorghum – as a cash crop) and 5,000 acres of rented land (all native pasture) in North Central Texas. The foundation of TTAP Enterprises is its cowherd. It consists of 400 breeding females selected over time for their muscling and carcass characteristics. From each year’s calf crop, 60 head of replacement heifers are selected to fulfill and/or exceed their mother's characteristics.

TTAP Enterprises is in the business of producing and pre-conditioning calves from its cow herd for the stocker operation. In addition to those raised, additional calves are purchased for the stocker operation. All of the wheat is utilized by the stocker cattle operation for grazing until the cattle are crowded onto one-half of the acreage, which is grazed out. The other one half of the wheat acreage is then harvested for grain and sold.

TTAP Enterprises’ revenue and profit are highly correlated with market prices of cattle. Given recent increases in cattle prices, all debt obligations have been met. TTAP Enterprises has also been able to generate adequate funds for family living. Inventory has been constant indicating the retention of replacement females into the cowherd. The 1,000 acres of wheat has a crop insurance APH of 28.0 bushels per acre. The current FSA program acreage and yield is 1,000 acres at 30 bushels per acre. TTAP Enterprises does participate in the government’s farm programs.