

Jared Coulter  
5239 County Road 230  
Walsenburg, CO 81089  
Cell Phone: 720-300-0262

December 11<sup>th</sup>, 2023

Huerfano County Board of Commissioners  
401 Main Street, Suite 310  
Walsenburg, CO 81089

Dear Huerfano County Commissioners,

I am writing to express my interest in the Badito Ranch on the River Agricultural Operation Lease. I come from a homesteading family of Huerfano County and have six years of personal ranch management experience. I am confident in my ability to manage the farming and ranching operations of the Badito Ranch in conjunction with Huerfano County Government.

Five years ago I took over operations of my family's farm and ranch. In the last five years I have worked to rebuild the ranch to a functional level with, fence line repair, structural repair, equipment repair, rangeland management, crop management, and cattle operations. I work full time as a farmer and rancher in Huerfano County. I currently run 120 cows with pasture rotation for winter and summer. I manage 100 acres of irrigated hay fields and completed 300 acres of custom hay work around Huerfano County in the last year.

In addition to my personal work I also assist several ranching operations throughout the county with cattle work, crop management/development, mechanic work, and welding repair. I am known for my hard work and dedication to my family, friends, and employers.

I am excited about the opportunity that the Badito Ranch on the River Agricultural Operation Lease would provide to me and my family. My wife Hallie Coulter is a current employee of Huerfano County Department of Human Services and would personally benefit from this lease. I have the ability to work with the Huerfano County Board of Commissioners to meet their requirements and vision for the ranch.

Thank you for considering my application. I look forward to the opportunity to discuss further my qualifications and how they align with the needs of the Badito Ranch on the River.

Sincerely,



Jared Coulter

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## **Experience**

2018- Current

Ranch Manager

Pacheco Ranch | 19770 US Highway 160 Walsenburg, CO

Run the daily operations of the agricultural livestock business; to include raising livestock, purchasing supplies, rebuilding and maintaining structures, maintain and repair equipment, crop management, and rangeland management. Manage the Romero Ditch as the Romero Ditch Boss. Complete cost analysis for farming and ranching needs to include crop supplies, fencing supplies, equipment repair, and animal needs.

2018-current

Herd Manager

Houts Cattle Company | Alliance, Nebraska

Daily care of 100 cow calf pair average to include adequate food, water, and mineral. Complete annual calving, branding, weaning, pregnancy checks, semen testing, and vaccinations for the herd. Assist with other cattle operations throughout the state of Colorado and Nebraska. Complete equipment repairs as needed. Assist with haying operations in Kiowa, Colorado.

2016-2018

Ranch Hand

Pine Cliff Ranch | Sedalia, Colorado

Assist with daily ranch operations to including feeding and watering of livestock. Complete fence repair, building maintenance, equipment repairs, and help with calving tasks.

## **Education**

2010-2011

Welding Certificate

Trinidad State Junior College

2019

Certificate of Completion

Ranching for Profit with the United States Department of Agriculture

2014

OSHA Certified

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**References**

Joe Faris  
Ranch Manager for Bar Spear Bar  
719-288-9348

Lola Spradley  
Hole In The Wall HOA Manager  
303-807-1355

Henry Houts  
Houts Cattle Company CEO  
720-388-5705

Mark Valdez  
Colorado Mountains and Plains Outfitters Owner/Operator  
719-989-8041

Jason Falduto  
Falduto Ranches Owner/Operator  
719-680-0611

Tim Gripka  
Hole In the Wall Property Owner  
719-890-4212

Henry Houts  
Houts Cattle Company LLC  
34638 Wolf Creek Trail  
Kiowa, CO 80117  
12/5/2023

Dear Huerfano County:

I am writing to you concerning Jared Coulter and his credibility as a potential lease of your lease property. I am Henry Houts, my brother Foster and I own Houts Cattle Company. Over the past 5 years we have worked with Jared on some grazing and hay projects and have been happy with the results he has brought back. He has provided us with custom grazing and custom haying services. Jared and his wife Hallie run a tight ship and take land stewardship and stockmanship very seriously. Jared's Knowledge and skills with stockmanship and range management have shown through because you can't have success ranching without both.

Over the past 5 years we have witnessed Jared and his strong work ethic grow his operation and family. He has had a vision from day one of what he wants and what he can do to improve his rangelands and cattle. Agriculture in southern Colorado is not easy and farmers/ranchers in the area have a lot of factors stacked against them including drought, urban sprawl, limited stock water availability, and high feed prices. All which Jared has worked through and left the rangeland in the same or better shape than when he started. Which is something not many can say in the region.

It is without hesitation that I recommend Jared for the lease. He is a local young man who would greatly appreciate the opportunity and will add value to the community. Jared has roots in the community there and has a lot of knowledge on farming and ranching in a high-altitude desert like Huerfano County, his knowledge and access to equipment could lead to great improvements in range health, irrigation ditches, and yield in the hay fields. I hope to see Jared and Huerfano County working together soon to achieve their goals with the property.

If you have any questions, please don't hesitate to contact me via Phone (720-388-5705) and/or email [houtscattlecompany@aol.com](mailto:houtscattlecompany@aol.com)

Sincerely,

Henry Houts  
CEO/Owner

Jared Coulter  
5239 County Road 230  
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### Understanding and Approach

It is understood that the Badito Ranch consists of irrigated hay fields that would require reestablishment of a forage crop. Reestablishment would include cultivation, planting of selected crop, and flood irrigation. To completed flood irrigation ditches need to be cleaned, pulled, and water reestablished according to water rights for Badito Ranch. If the head gates for the Badito Ranch require repair a plan would need to be determined for repair needs. As the Ranch Manger I would work closely with Huerfano County on a crop selection and reestablishment program.

I currently have a working relationship with Lenna Rauber Water Commissioner for the Huerfano River and would consistently communicate with her to use the Badito Ranch water rights to their full capacity. Maintenance and repair of fence lines would need to be determined. I currently own and or have access to all of the equipment needed to complete the tasks stated above.

I will use the hay ground as winter feed ground to put organic material back in the ground by feeding the hay back on top of the hay fields. I believe that proper range management is not a one size fits all approach. The area of interest for intent of grazing use needs to properly be evaluated through processes of habitat inventory and analysis. First I will gather any available composition and production data for each ecological site from the National Resource Conservation Service (NRCS), Web Soil Survey (WSS). This data can be compared to any data manually collected and data provided to us from landlords. The WSS data is a basis that can be used to determine if the property has the composition and production set by NRCS standards. If the standard is not met a plan can be developed for grazing and management strategies to target invasive species and highly competitive species. Grazing plans should be done by individual ecological sites if infrastructure allows. I will work in conjunction with the Huerfano County to manage invasive species.

All grazing strategies will use the Three Holistic Ranch Management principles:

- 1) Short duration grazing,
- 2) High stock density,
- 3) Long rest period

These three principles are what I have found to maintain and improve rangeland health. Although many factors can affect the implementation of these principles due to available resources, season of use restrictions, marketing logistics, and production constraints. Drought is a factor that all rangeland managers in the western high plains and intermountain west need to have a plan for. Grazing practices that utilize conservative stocking rates and relatively low -moderate harvest coefficients will lead to rangelands that are more tolerant to drought and more resilient in post-drought conditions relative to improperly managed rangelands. Long rest periods increase carbohydrate storage in plant species as well as allows for longer and increased root growth. Root growth makes plants more resilient in drought and post drought conditions. I will use all the grazing land for cattle, yearling cattle, or cow calf pairs. I will set stocking rates so all the ideas and terms above are met. I will take care of the ground first then the cattle, because without cared for ground there would be no cattle.

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As a fifth generation rancher and father I believe agriculture education is very important. I would be interested in participating or facilitating Agriculture Education Programs at the direction of the Huerfano County Board of Commissioners. I am a previous member of FFA and 4-H and have experience in agriculture presentations. I currently utilize the resources provided by the Huerfano County Extension Office and would interested in any collaboration.

I plan to maintain my current role as Ranch Manager of Pacheco Ranch as well as custom hay work. I plan to complete this work around the requirements of the Badito Ranch Manger. I do not plan to take on any other requirements outside of those stated above.

### Fee Proposal

Proposed is a one year lease with option for a five year lease dependent on the requirements set by Huerfano County. First year lease would be set at \$8 per acre for 562.43 acres or roughly \$4,500 annually. If this offer does not meet your requirements I am open to a counter offer and discussion to meet the needs of the Huerfano Board of County Commissioners.