National Operations Division: Survey Specific Training

Cattle Report: January 1, 2014
Milk Production Report: January 1, 2014

United States Department of Agriculture
National Agricultural Statistics Service

NOD-Training Group,
December 2013

Cattle Report Overview

- Producers use the information to determine production and marketing strategies and plan purchases and capital investments.
  - Rely on credible estimates of supply to minimize swings in farm gate prices
- Analysts use data on breeding stock inventory and calf crop to forecast the expansion and contraction of beef supplies.
- Processors, warehouse and storage companies, and the transportation sector rely on the reports to anticipate future volume.

Cattle Report Information

- Project Code 150
  - January Cattle & Calves Survey
- Questionnaires mailed out around Dec 23
  - Web reporting option also available
- Release: January 31, *Cattle* at 3:00 P.M. EST

Data Collected

- January 1 inventories
  - By class
- 2013 production and disposition
  - Calf crop
  - Deaths and losses
  - Cattle and calves on feed
  - On farm consumption
- Breeding Stock Values
- On Small Grain Pasture
- Grazing Fees

Additional Information

- 89.3 million head of cattle (January 1, 2013)
  - 29.3 million of these are beef cows
  - 9.2 million are milk cows
  - 13.4 million cattle on feed for slaughter
- Average milk cow produces 21,697 pounds of milk per year
- 73 % of ALL calves born Jan 1 – June 30
  - Most beef calves are born between Jan 1 – June 30
  - Dairy calves born year round

Interviewer's Manual Re-Cap

- Chapter 12: Terms/definitions
  - **Cow** – Adult female that has calved at least once
  - **Bull** – Adult male usually used for breeding
  - **Steer** – Castrated male usually sold/used for slaughter
  - **Heifer** – Young female that has never calved; can be used to replace cows or sold for slaughter
  - **Calves** – any animal that weighs less than 500 pounds

Interviewer's Manual Re-Cap

- Chapter 12: Terms/definitions
  - **Stockers/Feeders** – Steers and heifers weighing 500 to 800 pounds; they may be on pasture or a maintenance/ backgrounding ration until being put on feed for slaughter market
  - **Custom Slaughter** – Animals slaughtered at commercial establishments for home consumption
  - **On-Farm Slaughter** – Animals slaughtered on farms for home consumption

Interviewer's Manual Re-Cap

- Chapter 12: Production Practices
  - **Age of heifer at first breeding** – Between 14 and 16 months
  - **Cows and heifers per bull** – normally 1 bull for every 10 to 25 cows; exceptions may occur if the operator recently sold bulls, artificially breeds cows, or raises purebred breeding stock

Interviewer's Manual Re-Cap: Cattle and Calves on Feed

- Chapter 13: Questionnaire items
  - Include: Cattle shipped from operation on label **directly** to slaughter market
  - Exclude:
    - Any cattle that will eventually be shipped to another feedlot
    - Any cattle that will be returned to pasture prior to slaughter
    - Cattle that are being backgrounded/ warmed up, if they will be shipped to another feedlot before slaughter
    - Calves that are raised for veal production
    - Cattle being fed for home use

Introduction

- Questions used to determine:
  - Whether the operation is still in business
  - Name and address verification
  - If the operation currently has cattle OR had cattle at any time during 2013
    - Will you have any cattle during 2014?
      - Are you currently operating a farm or ranch?
  - Operation structure
    - Individual
    - Partners
    - Hired Manager

Current Inventory

- January 1, on the total acres operated
  - If none on hand, we still ask the other questions
  - IF on a fee per head/AUM basis, cattle owner reports
- Beef **cows**
- Milk **cows**
  - Milk cows = Dry + milked
    - Daily production
- **Bulls** weighing 500 lbs. or more

Current Inventory

- **Heifers** (female, not yet calved) over 500 lbs.
  - For beef cow replacement
    - Of those, how many expected to calve in 2014
  - For milk cow replacement
    - Of those, how many expected to calve in 2014
  - Other heifers
- **Steers** weighing 500 lbs. or more
- **Heifer, steer and bull calves** under 500 lbs.

Calf Crop

- We'd *expect* each cow to have had one calf over 2013. Of these, how many:
  - Were **on hand** January 1, 2014
    - January thru June calves: should be over 500 lbs
  - Were **sold, moved off** this operation, or slaughtered
  - Had **died**
  - Of the calves born in 2013, how many were born between July 1 and December 31
    - Calves born July thru Dec: Generally will weigh less than 500 lbs

Deaths and Losses

- Died or were lost from all causes during 2013?
  - Cattle weighing 500 lbs or more
  - Calves weighing less than 500 lbs

Cattle and Calves on Feed

- Any cattle and calves on feed that will be shipped **directly** from your feedlot to slaughter market?
  - How many cattle and calves on feed January 1?
  - What is total capacity of your feedlot?
  - How many cattle were shipped in 2013?

Breeding Stock Values

- What is the average **replacement** value of breeding stock?
  - Beef cows
  - Heifers kept for beef cow replacement
  - Milk cows
  - Heifers kept for milk cow replacement
  - Bulls

Slaughter for Consumption by this Operation

- How many cattle and/or calves:
  - Custom slaughtered at commercial establishments?
  - Slaughtered on this operation?
- **For consumption by this operation**

Grazing Fees in Your Area

- This section refers ONLY to **privately** owned grazing land
- Most common method of charging for grazing on **privately** owned land in your area
  - What is the average charge in your area?
- Did this operation pay to graze cattle on **privately** owned land

On Small Grain Pasture

- How many head of heifers, steers, and calves were grazing on small grains on January 1?
  - Winter Wheat, Oats, Barley or Rye
  - Seeded in the fall and then grazed over the winter months

Things to watch out for:

- Less than 20% of milk cow inventory milked
  - Rule of thumb: 10% of total would be dry
- Milk production per cow seems high/low
- Beef/Milk cows on hand but no beef/milk cow replacement heifers
  - And vice versa
- No beef/milk cow replacement heifers expected to calve
  - Normally expect at least some bred to calve

More things to watch out for:

- Calves born and on hand not accounted for in inventory
- Calf crop seems high/low
  - Should be around 1 calf per cow
- Calves born in previous 6 months exceeds those born over entire year
- Cattle and calf deaths are high/low
  - About 2 percent for cattle, 2-10 percent for calves
- Calves died cannot be greater than total Death/Loss

Even more things to watch out for:

- Other heifers + steers on hand less than cattle on feed
  - Could possibly be some lighter calves
- Feedlot capacity must be equal to or greater than total cattle on feed
- High number of cattle on feed shipped
  - Expect a range of .5 to 1.7x of feedlot capacity
- High/low breeding stock values
- Large number slaughtered for on farm consumption
  - These questions reference ON FARM consumption only
    - For anything over 5 cattle or calves, please leave a comment

Milk Production Report Information

- Project Code 178
  - Milk Production Survey
- Questionnaires mailed out around Dec 23
  - Web reporting option also available
- Release:
  - January 23, *Milk Production* at 3:00 P.M. EST
  - January 31, *Agricultural Prices* at 3:00 P.M. EST

Milk Production

- Same inventory questions related to dairy cattle as on the Cattle Report
  - TOTAL milk cows (both dry & in milk)
    - Of these, how many were milked January 1
  - How much milk was produced
  - Price of milk cows for dairy herd replacement
    - This is replacement price, NOT cull cow price
  - Price of heifers for dairy herd replacement

Dry Hay Purchases or Sales

- Additional questions for **dry** hay:
  - **Dry** Hay Quantity purchased OR sold during Dec.
    - Either alfalfa or other dry hay
  - Then amount paid or received for quantity reported

Things to remember

- Out of business?
  - Be sure to walk through the screening questions
  - And determine what happened/current status
- No Cattle?
  - May very well still be in business
- Encounter something odd?
  - Be sure to leave a detailed comment about the situation
  - Your field office staff *really* appreciate that extra information

In Summary:

- Asking about now AND anytime in 2013
  - Current inventory vs. 2013 production info
- Know the different “parts” of the inventory
- Be aware of the inventory “sum of parts”
- Know what to watch out for
- Work through some practices to get a feel for the survey