Survey Overview

• Producers use the cattle inventory information along with price information to help determine production and marketing strategies and plan purchases and capital investments.

• Industry and market analysts use inventory and calf crop data to forecast the expansion and contraction of beef supplies.

• Processors; warehouse, storage, transportation companies; and retailers rely on the reports to anticipate future volume.
Survey Information

• Project Code: 150 - January Cattle Report
• Interviewer’s Manual:
  – Chapters 12 (Cattle and Calves); 12.10 (Cattle and Calves on Feed); 16 (Livestock Inventory Values)
• Questionnaires:
  – Three versions
  – Mailed out December 20
  – EDR option also available
• Release:
  – Cattle; January 31, 2020 (3 pm EST)
January Cattle: Data Collected

• January 1 inventories
  – By use/weight class
• 2019 production and disposition
  – Calf Crop
  – Deaths and losses
  – Cattle and calves on feed
  – Inventory values
  – On farm consumption
Questionnaire Versions

• Version A = all the general questions

• Version B = all general questions + Grazing Fees (AZ, CA, CO, ID, MT, NE, NV, NM, ND, OR, SD, UT, WA, WY)

• Version C = all general questions + On Small Grain Pasture + Grazing Fees (KS, OK, & TX only)
Where’s the BEEF?

- 94.8 million head of cattle as of January 1, 2019 (TX is #1 with 12.3 million head)
  - 31.2 million of these are beef cows (TX #1, 4.5 million)
  - 9.3 million were milk cows (CA #1, 1.8 million)
  - 13.1 million cattle on feed for slaughter (NE #1, 2.5 million)
- 36.4 million calves born in 2018
- 76% of those calves born Jan 1 – June 30
  - Most beef calves are born between Jan 1 – June 30
  - Dairy calves born year round
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 2019
    • NO: Are you currently operating a farm or ranch?
  – Operation structure
    • Individual
    • Partners
    • Hired Manager
Section 1 - Cattle and Calves

• On January 1, 2020 were any cattle or calves on the total acres operated?
  – If no cattle currently: still asks 2019 calf crop
  – If on a fee per head/AUM basis, cattle owner reports
  – All cattle and calves should be reported, even if only a few head kept as pets, 4-H projects, etc.
    • These animals must be reported
Section 1 - Cattle and Calves

• Of the total cattle and calves on hand, how many were:
  • Beef **Cows**
    – Including beef heifers that have calved
  • Milk **Cows**
    – Females that have calved at least once
    – Milk cows = Dry + milked
      • Amount of milk produced on January 1 will also be asked
        – Be sure to get only one day’s production
  • **Bulls** weighing 500 lbs. or more
    – Intact male, usually used for breeding
Section 1 - Cattle and Calves

• **Heifers** (female, not yet calved) weighing 500 lbs. or more
  – For beef cow replacement
    • How many are expected to calve in 2020
  – For milk cow replacement
    • How many are expected to calve in 2020
  – Other heifers 500 lbs. or more

• **Steers** (castrated male) weighing 500 lbs. or more

• **Heifer, steer and bull calves** under 500 lbs.
  – *Include* newborn calves
Section 1 – On Small Grain Pasture

- Asked only in KS, OK, and TX
- How many head of other 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
Section 1 – 2019 Calf Crop

• Of the calves born on the operation (exclude calves purchased) during 2019, how many:
  – Were on hand January 1, 2020
  – Were sold, moved off this operation, or slaughtered by January 1
  – Had died by January 1
    • Excluding born dead
  – Of the total calves born, how many were born during July 1 through December 31, 2019
    • Calves born July through Dec. generally weigh less than 500 lbs.
Section 1 – Deaths and Losses

• Died or were lost from all causes during 2019:
  – How many cattle weighing 500 pounds or more
  – How many calves weighing less than 500 pounds
    • *Exclude* calves born dead
    • Include calves born on the operation, purchased, traded for, or given to
Section 1 – Cattle and Calves on Feed

• Any cattle and calves on feed that will be shipped directly from your feedlot to slaughter market?
  – These animals must be receiving a ration of grain, silage, hay and/or protein supplement preparing them for slaughter
  – Exclude:
    • Any cattle that will eventually be shipped to another feedlot
    • Cattle that are being backgrounded/warmed up, if they will be shipped to another feedlot before slaughter
    • Any cattle that will be returned to pasture prior to slaughter
    • Cows and Bulls on feed

• How many cattle and calves on feed January 1 that will be shipped?

• Total capacity of operator’s feedlot

• During 2019 how many cattle and calves on feed were shipped?
  – If feedlot capacity is 1,000 or more skip this question.
Section 1 – Inventory Values

• What is the average value per head for Cattle and Calves on hand January 1, 2020 for:
  – Beef cows
  – Replacement beef heifers 500 lbs. or more
  – Milk cows
  – Replacement milk heifers 500 lbs. or more
  – Bulls 500 lbs. or more
  – Other heifers 500 lbs. or more
  – Steers 500 lbs. or more
  – Calves less than 500 lbs.

• Report to nearest dollar per head – Not $ per CWT or price per pound
Section 1 – Slaughter for Consumption by this Operation

• During 2019 how many cattle and calves:
  – Custom slaughtered at commercial establishments
  – Slaughtered on the operation
    • Must have been for consumption by this operation – not animals sold for slaughter
    • Anything over 5 cattle or calves for home consumption, please leave a note
Section 1 – Grazing Fees
(Only in Versions B & C)

• This section refers ONLY to *privately* owned grazing land

• Most commonly used method of charging in your area?
  – Per Head Per Month
  – Per Animal Unit Month (AUM)
  – Per Cow with Nursing Calf Per Month

• What was the average charge?

• Did this operation pay a fee to graze cattle on *privately* owned land during 2019?
Cattle/Milk Overlap

• If operation was selected for both January Cattle & January Milk Production, collect both surveys during the same visit/contact.
Things to watch out for:

• Less than 80% of milk cow inventory actually milked
  – Rule of thumb: about 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
  – Exclude any calves purchased

• 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
• High/low value per head
• 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
Things to remember

• Out of business: Be sure to VERIFY through the screening questions that they are completely out of agriculture and not simply out of the cattle or milk business
  – May very well still have crops or other livestock

• Anything odd or unexpected?
  – Leave good notes – any time you feel something further explanation
Conclusion

• Asking about now AND anytime in 2019
  – Current January 1, 2020 inventory
  – 2019 production numbers (calf crop, death loss, etc.)
• Be aware of the inventory “sum of parts”
• Practice on your iPad
• Concerns, Comments, Questions?
  – Be sure to contact your supervisor or the Regional Field Office