

NASS Survey Training

Cattle Report: January 1, 2020 (CATTLE INV)



**United States Department of Agriculture
National Agricultural Statistics Service**



NOD-Training Group
December 2019



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