

# NASS Survey Training

## Cattle Report: January 1, 2023 (CATTLE INV)



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



WPSD  
December 2022



# 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**
- Questionnaires:
  - Three versions
  - Mailed out December 23<sup>rd</sup>
- Release:
  - *Cattle*; January 31, 2023 (3 pm EST)

# January Cattle: Data Collected

- January 1 inventories
  - By use/weight class
- 2022 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)

# 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 2022
    - NO: Are you currently operating a farm or ranch?
  - Operation structure
    - Individual
    - Partners
    - Hired Manager

# Section 1 - Cattle and Calves

- On January 1, 2023 were any cattle or calves on the total acres operated?
  - If no cattle currently: still asks 2022 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 2023
  - For milk cow replacement
    - How many are expected to calve in 2023
  - 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 – 2022 Calf Crop

- Of the calves born on the operation (*exclude* calves purchased) during 2022, how many:
  - Were on hand January 1, 2023
  - 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, 2022
    - Calves born July through Dec. generally weigh less than 500 lbs.

# Section 1 – Deaths and Losses

- Died or were lost from all causes during 2022:
  - 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 2022 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, 2023 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 2022 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 2022?



# Cattle/Milk Overlap

- If operation was selected for both January Cattle & January Milk Production, collect both surveys during the same 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 2022
  - Current January 1, 2023 inventory
  - 2022 production numbers (calf crop, death loss, etc.)
- Be aware of the inventory “sum of parts”
- Practice on your iPad
- Concerns, Comments, Questions?
  - Contact your supervisor or the Regional Field Office