



July Cattle Report Training Materials

Below you will find links to a video, PowerPoint presentation, survey information sheet, and practice interviews for NASS's July Cattle Report. The practice interviews can be used to get familiar with the survey questions and data collection instruments.

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Strategic Planning and Business Services Division
Strategic Planning Branch
Workforce Performance and Staff Development Section

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Survey Training

Cattle Report: July 1



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



Workforce Performance and Staff Development Section




Who Uses the Data?

- Cattle producers
- Industry and market analysts
- Processors, warehouses, storage companies, and the transportation sector



Survey Information



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Released July 21, 2023, by the National Agricultural Statistics Service (NASS), Agricultural Statistics Board, United States Department of Agriculture (USDA).

July 1 Cattle Inventory Down 3 Percent

All **cattle and calves** in the United States on July 1, 2023 totaled 95.9 million head, 3 percent below the 98.6 million head on July 1, 2022.

All **cows and heifers that have calved** totaled 38.8 million head, 2 percent below the 39.6 million head on July 1, 2022. Beef cows, at 29.4 million head, down 3 percent from a year ago. Milk cows, at 9.40 million head, unchanged from previous year.

All **heifers 500 pounds and over** on July 1, 2023 totaled 15.0 million head, 4 percent below the 15.6 million head on July 1, 2022. Beef replacement heifers, at 4.05 million head, down 2 percent from a year ago. Milk replacement heifers, at 3.65 million head, down 3 percent from previous year. Other heifers, at 7.30 million head, 5 percent below a year earlier.

Steers 500 pounds and over on July 1, 2023 totaled 13.9 million head, down 3 percent from July 1, 2022.

Bulls 500 pounds and over on July 1, 2023 totaled 1.90 million head, down 5 percent from previous year.

Calves under 500 pounds on July 1, 2023 totaled 26.3 million head, down 3 percent from a year earlier.

Cattle and calves on feed for the slaughter market in the United States for all feedlots totaled 13.1 million head on July 1, 2023, down 2 percent from previous year. Cattle on feed in feedlots with capacity of 1,000 or more head accounted for 85.5 percent of the total cattle on feed on July 1, 2023, up slightly from previous year. The total of calves under 500 pounds and other heifers and steers over 500 pounds (outside of feedlots), at 34.4 million head, down 4 percent from the 35.7 million head on July 1, 2022.

Cattle

- Project Code: **152-July Cattle & Calves Survey**
- Questionnaires:
 - Mailed out around June 23rd
- Release:
 - *Cattle*
 - Typically around July 21 - 25, at 3:00 P.M. Eastern

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 the current year
 - NO: Are you currently operating a farm or ranch?
 - Operation structure
 - Individual
 - Partners
 - Hired Manager



Section 1 - Cattle and Calves

- July 1, on the total acres operated
 - If none on hand, we still ask the calf crop and deaths & losses questions
 - 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.



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** both dry and being milked
 - How many were milked on July 1
 - Amount of milk produced on July 1
 - Average price per head of milk cows for dairy herd replacement
- **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
 - For milk cow replacement
 - Other heifers
- **Steers** (castrated male) weighing 500 lbs. or more
- **Heifer, steer and bull calves** under 500 lbs.

Section 1 – Calf Crop

- How many cows & heifers expected to calve July 1 – December 31?
- Of the calves born on the operation (*exclude* calves purchased) January 1 – June 30, how many:
 - Were on hand July 1?
 - January thru June calves: probably under 500 lbs
 - Were sold, moved off this operation, or slaughtered
 - Had died



Section 1 – Deaths and Losses

- Died or were lost from all causes between January 1 and June 30:
 - How many cattle weighing 500 pounds or more
 - How many calves weighing less than 500 pounds
 - Exclude calves born dead

Section 1 – Cattle and Calves on Feed

- Any cattle and calves on feed that will be shipped **directly** from your feedlot 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
- How many cattle and calves on feed July 1?



Things to watch out for:

- Low % 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
- Calves born and on hand not accounted for in inventory



More things to watch out for:



- Cattle and calf deaths are high/low
 - About 2 percent for cattle, 2-10 percent for calves
- Other heifers + steers on hand less than cattle on feed
 - Could possibly be some lighter calves on feed
- If beef or milk cows are present, the calf crop section should have data

Things to remember



- Out of business: Be sure to VERIFY via screening questions
- No Cattle?
 - May very well still be in business
- Be sure to leave comments/notes explaining any unusual situations
 - The data is unusual but is correct because of this....

- Practice before interviewing
- Know what seems reasonable
- Contact your supervisor with any questions
- Thank you for your hard work on this survey!



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July Cattle Report Information Sheet

If **beef or milk cows** are reported, expect to have current year calves reported somewhere in the inventory and/or disposition questions.

A **milk cow** will generally produce 20 to 80 pounds of milk per day. US average is around 60 pounds

Watch out for dairy operations that have every other day milk pickup—they may report the total amount shipped (for 2 days) rather than just what was produced in 1 day.

Technically, a heifer that has had a calf is a cow. However, cattle producers may refer to 2 or 3 year old females who have had calves as “first / second calf heifers”.

Calves born between January 1 and June 30 will likely weigh **less than 500 pounds** on July 1. If they are still on hand, should then be reported in item ‘**calves under 500 lbs**’

The total **Cattle and Calves on Feed** should generally be accounted for in item ‘**other heifers over 500 lbs**’, ‘**steers over 500 lbs**’, or possibly ‘**calves under 500 lbs**’.

Cattle are “usually” over 500 lbs before being placed in a feedlot.

Verify that cattle on feed will go directly from the operation to slaughter market.

In many areas, if someone has beef cows, they generally do not have dairy cows, and vice-versa.

REPLACEMENT HEIFERS: Most cow/calf operations and dairy operations will have replacement heifers. So, if **beef cows** are present, then item ‘**heifers for beef cow replacement**’ will likely be positive. If **milk cows** are present, then item ‘**heifers for milk cow replacement**’ will likely also have data

It is also becoming more common for operations to raise *only* dairy replacement heifers—e.g. no milk cows reported BUT report having a large number of heifers for milk cow replacement.

The **heifers for beef/milk cow replacement** categories would include:

- A 6-7 month old “calf” barely over 500 pounds
- A 15 month old, 900 pound breeding age “yearling”
- A 24 month old, 1300 pound “springer” just about ready to calve

CALF CROP: If **beef or milk cows** are reported, should be calves born during January 1 through June 30 and/or cows and heifers expected to calve July 1 through December 31.

Since the gestation period for cattle is 280 days (just over 9 months), a cow or heifer can only calve once per year. Twins are relatively rare.

All “current year” Calf Crop’ entries **MUST** be calves born on the farm. Calves born elsewhere and moved onto the farm and still-born calves are **EXCLUDED**.

OUT OF BUSINESS: Watch out for the operations that say they are “out of business” or are “no longer farming” but have actually, only quit raising cattle. If they still have crops, hay, other livestock, etc. they are *still* in business



July Cattle Report Practice Interviews

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PRACTICE 1

Who is responding? **Daughter (other)**

Verify the name, address and phone number. Is this information correct? **Yes**

Any cattle/calves on July 1 or at any time during the “current year”? **Yes**

Are the day-to-day decisions made by individual operator, partners, or hired manager?

Individual

Any cattle or calves on this operation on July 1? **Yes**

Of the total number of cattle and calves on hand July 1, how many were:

Beef cows? **74**

Milk cows, both dry or in milk? **0**

Bulls weighing 500 pounds or more? **3**

Heifers weighing 500 pounds or more for beef cow replacement? **29**

Heifers weighing 500 pounds or more for milk cow replacement? **0**

Other heifers 500 pounds or more? **0**

Steers weighing 500 pounds or more? **0**

Heifer, steer, and bull calves weighing less than 500 pounds, including newborn calves? **70**

Then the total number of cattle and calves on was **176**. Is that correct? **Yes**



Cows and heifers expected to calve July 1 through December 31? **0**

Of the calves born how many were on hand? **70**

Of the calves born how many were sold? **0**

Of the calves born how many had died? **2**

Then the total number of calves born was **72**. Is that correct? **Yes**

How many cattle weighing 500 pounds or more died or were lost? **1**

How many calves weighing less than 500 pounds died or were lost? **2**

How many cattle and calves were on feed that will be shipped directly to slaughter market? **0**

Do you make any day-to-day decisions for another farm or ranch? **No**



PRACTICE 2

Who is responding? **Spouse**

Verify the name, address and phone number. Is this information correct? **Yes**

Any cattle/calves on July 1 or at any time during the “current year”? **Yes**

Are the day-to-day decisions made by individual operator, partners, or hired manager?

Individual

Any cattle or calves on this operation on July 1? **Yes**

Of the total number of cattle and calves on hand July 1, how many were:

Beef cows? **0**

Milk cows, both dry or in milk? **0**

Bulls weighing 500 pounds or more? **0**

Heifers weighing 500 pounds or more for beef cow replacement?

Heifers weighing 500 pounds or more for milk cow replacement? **0**

Other heifers 500 pounds or more? **642**

Steers weighing 500 pounds or more? **753**

Heifer, steer, and bull calves weighing less than 500 pounds, including newborn calves? **0**

Then the total number of cattle and calves on was **1395**. Is that correct? **Yes**

Cows and heifers expected to calve July 1 through December 31? **0**

Of the calves born how many were on hand? **0**

Of the calves born how many were sold? **0**

Of the calves born how many had died? **0**

Then the total number of calves born was **0**. Is that correct? **Yes**

How many cattle weighing 500 pounds or more died or were lost? **11**

How many calves weighing less than 500 pounds died or were lost? **0**

How many cattle and calves were on feed that will be shipped directly to slaughter market? **1395**

Do you make any day-to-day decisions for another farm or ranch? **No**

PRACTICE 3

“We’ve just sold all our cattle and probably won’t have cattle again”

“We’re just going to raise crops”

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Who is responding? **Son (Other)**

Verify the name, address and phone number. Is this information correct? **Yes**

Any cattle/calves on July 1 or at any time during the “current year”? **Yes**

Are the day-to-day decisions made by individual operator, partners, or hired manager? **Individual**

Any cattle or calves on this operation on July 1? **No**

Of the calves born how many were sold? **31**

Of the calves born how many had died? **2**

Then the total number of calves born was **33**. Is that correct? **Yes**

How many cattle weighing 500 pounds or more died or were lost? **1**

How many calves weighing less than 500 pounds died or were lost? **2**

How many cattle and calves were on feed that will be shipped directly to slaughter market? **0**

Do you make any day-to-day decisions for another farm or ranch? **No**

After practicing, go back through and complete other scenarios such as out of business, refusal, etc.

