



Iowa Beef Center 2014 Cow-Calf Producer Survey



- Survey conducted by the Iowa Beef Center.
- Sample design, questionnaire design, and data collection in collaboration with USDA's National Agricultural Statistics Service Upper Midwest Regional Office.
- Data collected February 7 through June 13, 2014.

Objective

The study was conducted to identify growth opportunities and challenges in beef cattle production in Iowa.

Methodology

Mail survey with phone follow-up.

Sample framework

On February 7, 2014, USDA's National Agricultural Statistics Service Upper Midwest Regional Office mailed cover letters and questionnaires to 1,030 Iowa cow-calf producers. All known operations with 200 or more head in inventory were sampled. A stratified simple random sample was applied to operations with 20-199 head in inventory.

Response motivation

To encourage prompt response and increase the response rate overall, the following survey research techniques were used:

- The Iowa Beef Center and USDA's National Agricultural Statistics Service logos were used on the stationery items to tie the study effort to the Iowa Beef Center and USDA's National Agricultural Statistics Service.
- A postage-paid business reply envelope was included.
- A reminder postcard was sent on February 21, 2014, to prompt response.
- A follow-up mailing was sent to non-respondents on March 7, 2014.
- Telephone follow up was conducted from April 15, 2014 to April 30, 2014. Strata with the lowest response were targeted.

Sample Statistics

Total mailing	1,030
Returns by U.S. Postal Service	27
Effective mailing	1,003
Incomplete surveys	19
Completed surveys	243
Effective response rate	24.2%

Acknowledgements

This project was a coordinated effort between Iowa State University, the Iowa Beef Center, and USDA's National Agricultural Statistics Service Upper Midwest Regional Office.

We'd like to thank the Iowa Beef Center faculty and staff for their efforts in generating the survey. Their hard work and dedication were invaluable. We'd also like to thank the personnel at USDA's National Agricultural Statistics Service Upper Midwest Regional Office for their efforts in distributing and collecting the survey.

All participants are to be commended, particularly the Iowa cow-calf producers whose voluntary efforts made the Iowa Beef Center 2014 Cow-Calf Producer Survey possible.



Daniel Loy
Director of Iowa Beef Center
Iowa State University

IOWA STATE UNIVERSITY
Extension and Outreach



Prepared by Lee Schulz, assistant professor and extension livestock economist, department of economics, Iowa State University.

Cover photo by Erica Lundy, graduate assistant, animal science, Iowa State University.

Photo on page 3 by Denise Schwab, beef program specialist, Iowa State University Extension and Outreach.

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2014 Cow-Calf Producer Survey

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Introduction

The Iowa Beef Center at Iowa State University in Ames, Iowa, serves as the university’s extension program to cattle producers. Our dedicated group of faculty and staff work together to develop and deliver the latest in research-based information to improve the profitability and vitality of Iowa’s beef industry. We strive to be the No. 1 source “For all things beef.”

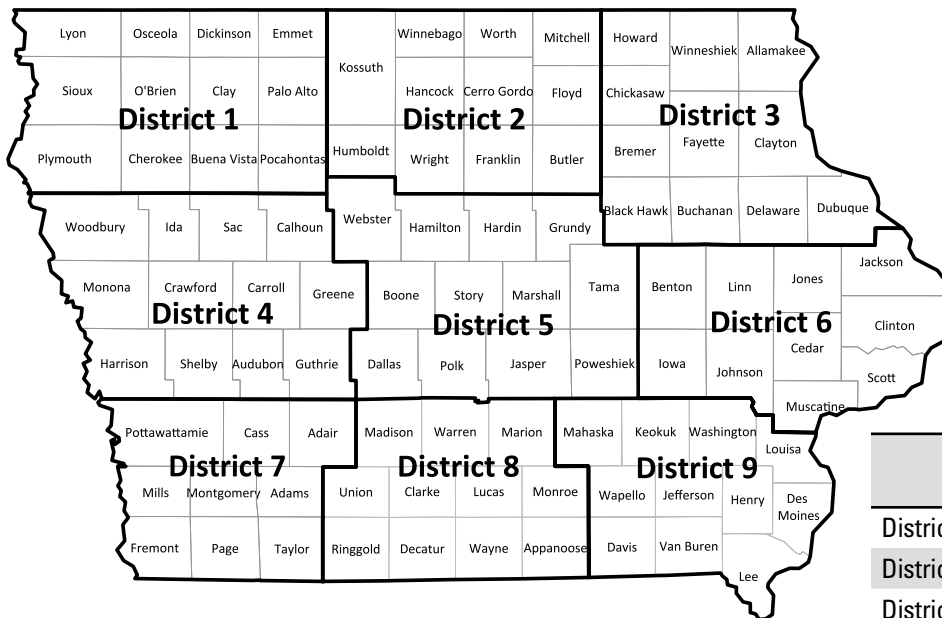
The Iowa Beef Center 2014 Cow-Calf Producer Survey takes an in-depth look at Iowa cow-calf operations regarding their current operation, plans for the future, and what they saw as the greatest opportunities and obstacles for the state’s cattle sector. The goal of the survey is to better understand:

- What management and marketing practices are currently used by producers?
- What are the highest priorities for research, extension education, and policy related to their cattle operation?

In meeting this goal, a much richer understanding of key factors influencing profitable and sustainable growth of the industry as well as additional industry resource needs was identified and will be highlighted as part of the Iowa Beef Center’s active programming effort.

The following tables summarize the Iowa Beef Center 2014 Cow-Calf Producer Survey.

Participating Cow-Calf Producers by District



	Number Reporting	Percent Reporting
District 1	20	8.2%
District 2	7	2.9%
District 3	26	10.7%
District 4	28	11.5%
District 5	22	9.1%
District 6	25	10.3%
District 7	28	11.5%
District 8	65	26.7%
District 9	22	9.1%
Total	243	100.0%

A. Cattle Operation Information

A1. Which of the following best describes your cattle operation?

	Number Reporting	Percent Reporting
Commercial only	196	83.4%
Purebred only	4	1.7%
Commercial and purebred	33	14.0%
Club calf	0	0.0%
Other*	2	0.9%
Total	235	100.0%

*Other:

No answer provided (2)

A2. What breed of beef cows were in your cow herd as of January 1, 2014?

	Number Reporting	Percent Reporting
Black Angus	169	71.0%
Red Angus	42	17.6%
Hereford	35	14.7%
Shorthorn	12	5.0%
Simmental	51	21.4%
Charolais	31	13.0%
Composite ^a	47	19.7%
Crossbred ^b	53	22.3%
Other*	15	6.3%
Total respondents reporting	238	

Percents may reflect multiple answers.

^aComposite:

Angus x Simmental (27)
 Angus x Gelveih (4)
 Angus x Hereford (10)
 Angus x Shorthorn (2)
 Angus x Limousin (3)
 Angus x Maine Anjou (1)

^bCrossbred:

All types of crossbreds (4)
 Angus crossbred (29)
 Simmental crossbred (2)
 Holstein crossbred (1)
 Angus crossbred x Simmental crossbred (3)
 Gelveih crossbred (1)
 No crossbred listed (13)

*Other:

Benlingo (1)
 British White (1)
 Gelbveih (2)
 Holstein (1)
 Limousin (5)
 Maine Anjou (2)
 Saler (1)
 Waygu (1)
 White Park (1)

A3. What was your inventory on January 1, 2014 of cows, replacement heifers (bred or open), and bulls?

	Number Reporting	Mean
Cows	233	154.0
Bred heifers	233	20.9
Open heifers	233	19.9
Bulls	233	11.7

	Cows		Bred heifers		Open heifers		Bulls	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
0 head	1	0.4%	74	31.8%	111	47.6%	19	8.2%
1 to 19 head	12	5.2%	70	30.0%	43	18.5%	193	82.8%
20 to 49 head	49	21.0%	58	24.9%	47	20.2%	16	6.9%
50 to 99 head	42	18.0%	26	11.2%	25	10.7%	1	0.4%
100 to 199 head	61	26.2%	3	1.3%	4	1.7%	3	1.3%
200 or more head	68	29.2%	2	0.9%	3	1.3%	1	0.4%
Total	233	100.0%	233	100.0%	233	100.0%	233	100.0%

A4. Please indicate the percentage of your 2013 born calves that were born in the following months:

	Number Reporting	Mean
January	231	1.1
February	231	6.8
March	231	24.3
April	231	34.6
May	231	16.9
June	231	5.4
July	231	1.1
August	231	1.7
September	231	4.9
October	231	2.3
November	231	0.7
December	231	0.2

	January		February		March		April	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
0 percent	215	93.1%	175	75.8%	61	26.4%	27	11.7%
1 to 19 percent	10	4.3%	22	9.5%	49	21.2%	26	11.3%
20 to 39 percent	3	1.3%	15	6.5%	55	23.8%	79	34.2%
40 to 59 percent	2	0.9%	13	5.6%	36	15.6%	56	24.2%
60 to 79 percent	1	0.4%	4	1.7%	25	10.8%	31	13.4%
80 or more percent	0	0.0%	2	0.9%	5	2.2%	12	5.2%
Total	231	100.0%	231	100.0%	231	100.0%	231	100.0%

A4. Please indicate the percentage of your 2013 born calves that were born in the following months. (continued)

	May		June		July		August	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
0 percent	74	32.0%	129	55.8%	196	84.8%	196	84.8%
1 to 19 percent	55	23.8%	83	35.9%	33	14.3%	28	12.1%
20 to 39 percent	70	30.3%	15	6.5%	2	0.9%	5	2.2%
40 to 59 percent	26	11.3%	1	0.4%	0	0.0%	2	0.9%
60 to 79 percent	3	1.3%	1	0.4%	0	0.0%	0	0.0%
80 or more percent	3	1.3%	2	0.9%	0	0.0%	0	0.0%
Total	231	100.0%	231	100.0%	231	100.0%	231	100.0%

	September		October		November		December	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
0 percent	164	71.0%	182	78.8%	215	93.1%	224	97.0%
1 to 19 percent	45	19.5%	40	17.3%	14	6.1%	7	3.0%
20 to 39 percent	17	7.4%	8	3.5%	2	0.9%	0	0.0%
40 to 59 percent	2	0.9%	1	0.4%	0	0.0%	0	0.0%
60 to 79 percent	3	1.3%	0	0.0%	0	0.0%	0	0.0%
80 or more percent	0	0.0%	0	0.0%	0	0.0%	0	0.0%
Total	231	100.0%	231	100.0%	231	100.0%	231	100.0%

A5. What are the primary reasons your operation calves when it does?

	Number Reporting	Percent Reporting
Labor availability	95	42.2%
Feed availability	27	12.0%
Market timing	57	25.3%
Weather	144	64.0%
Tradition	57	25.3%
Other*	8	3.6%
Total respondents reporting	225	

Numbers and percents may reflect multiple answers.

**Other:*

Bulls run cows (1)	Get first calf heifers done before main herd (1)
Fescue (1)	Late fall cows purchased 2011, 2012 bred to bring closer to April will breed for a bit earlier this year (1)
Income diversity (1)	Take somebody's word at the barn when cows should calve (1)
Infertile bull (1)	No answer provided (1)

A6. In general, what do you do with your calves?*(1 = Never, 2 = Seldom, 3 = Sometimes, 4 = Often, 5 = Always)*

	Number Reporting	Mean
Bulls: Sell as replacements	180	1.7
Retain as replacements	188	1.7
Steers: Background/stocker, then sell	188	3.2
Retain through finishing	187	2.8
Sell at weaning	183	2.1
Heifers: Retain as replacements	197	3.5
Background/stocker, then sell	182	3.2
Retain through finishing	182	2.6
Sell at weaning	182	2.0

Bulls	Sell as replacements		Retain as replacements	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
1 - Never	132	73.3%	123	65.4%
2 - Seldom	7	3.9%	23	12.2%
3 - Sometimes	14	7.8%	24	12.8%
4 - Often	10	5.6%	9	4.8%
5 - Always	17	9.4%	9	4.8%
Total	180	100.0%	188	100.0%

Steers	Background/stocker, then sell		Retain through finishing		Sell at weaning	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
1 - Never	55	29.3%	77	41.2%	108	59.0%
2 - Seldom	17	9.0%	18	9.6%	22	12.0%
3 - Sometimes	16	8.5%	13	7.0%	13	7.1%
4 - Often	29	15.4%	15	8.0%	13	7.1%
5 - Always	71	37.8%	64	34.2%	27	14.8%
Total	188	100.0%	187	100.0%	183	100.0%

Heifers	Retain as replacements		Background/stocker, then sell		Retain through finishing		Sell at weaning	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
1 - Never	25	12.7%	55	30.2%	81	44.5%	114	62.6%
2 - Seldom	13	6.6%	12	6.6%	18	9.9%	17	9.3%
3 - Sometimes	53	26.9%	22	12.1%	16	8.8%	13	7.1%
4 - Often	54	27.4%	35	19.2%	20	11.0%	18	9.9%
5 - Always	52	26.4%	58	31.9%	47	25.8%	20	11.0%
Total	197	100.0%	182	100.0%	182	100.0%	182	100.0%

A7. Of the cattle you sell annually, in what month(s) do you typically sell calves, yearlings, finished cattle, cull cows, and bulls?

	Calves		Yearlings		Finished cattle		Cull cows		Bulls	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
January	74	41.3%	8	3.3%	27	27.6%	51	25.2%	32	18.9%
February	39	21.8%	7	2.9%	20	20.4%	38	18.8%	27	16.0%
March	23	12.8%	6	2.5%	23	23.5%	39	19.3%	31	18.3%
April	26	14.5%	6	2.5%	30	30.6%	25	12.4%	28	16.6%
May	15	8.4%	7	2.9%	38	38.8%	28	13.9%	29	17.2%
June	9	5.0%	5	2.1%	37	37.8%	28	13.9%	14	8.3%
July	9	5.0%	3	1.2%	37	37.8%	13	6.4%	9	5.3%
August	4	2.2%	5	2.1%	37	37.8%	14	6.9%	22	13.0%
September	6	3.4%	4	1.6%	32	32.7%	23	11.4%	21	12.4%
October	20	11.2%	7	2.9%	32	32.7%	30	14.9%	19	11.2%
November	35	19.6%	6	2.5%	33	33.7%	59	29.2%	33	19.5%
December	32	17.9%	7	2.9%	31	31.6%	56	27.7%	37	21.9%
Total respondents reporting	179		243		98		202		169	

Numbers and percents may reflect multiple answers.

A7a. If you typically market finished cattle what percentage was:

	Number Reporting	Mean
Fed in your own feedlot	95	98.0
Fed in custom feedlot	95	75.6

	Fed in your own feedlot		Fed in custom feedlot	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
0 percent	5	5.3%	86	90.5%
1 to 19 percent	1	1.1%	0	0.0%
20 to 39 percent	0	0.0%	2	2.1%
40 to 59 percent	0	0.0%	1	1.1%
60 to 79 percent	2	2.1%	0	0.0%
80 or more percent	87	91.6%	6	6.3%
Total	95	100.0%	95	100.0%

A8. Of the calves, yearlings, and finished cattle you sell annually, what percentage of each marketing method do you typically use?

Calves	Number Reporting	Mean
Direct marketing	156	12.2
Local auction barn – normal sale	156	34.6
Local auction barn – special sale	156	51.0
Video auction, website listings, etc.	156	2.2
Other	156	0.0

Calves	Direct Marketing		Local auction barn – normal sale		Local auction barn – special sale		Video auction, website listing, etc.	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
0 percent	127	81.4%	91	58.3%	67	42.9%	150	96.2%
1 to 19 percent	3	1.9%	3	1.9%	2	1.3%	0	0.0%
20 to 39 percent	3	1.9%	5	3.2%	2	1.3%	1	0.6%
40 to 59 percent	8	5.1%	9	5.8%	8	5.1%	3	1.9%
60 to 79 percent	1	0.6%	0	0.0%	4	2.6%	1	0.6%
80 or more percent	14	9.0%	48	30.8%	73	46.8%	1	0.6%
Total	156	100.0%	156	100.0%	156	100.0%	156	100.0%

Yearlings	Number Reporting	Mean
Direct marketing	39	16.2
Local auction barn – normal sale	39	24.4
Local auction barn – special sale	39	59.2
Video auction, website listings, etc.	39	0.0
Other*	39	0.3

Yearlings	Direct Marketing		Local auction barn – normal sale		Local auction barn – special sale	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
0 percent	29	74.4%	26	66.7%	13	33.3%
1 to 19 percent	1	2.6%	2	5.1%	0	0.0%
20 to 39 percent	0	0.0%	0	0.0%	1	2.6%
40 to 59 percent	5	12.8%	3	7.7%	4	10.3%
60 to 79 percent	0	0.0%	0	0.0%	0	0.0%
80 or more percent	4	10.3%	8	20.5%	21	53.8%
Total	39	100.0%	39	100.0%	39	100.0%

Yearlings	Video auction, website listing, etc.		Other*	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
0 percent	39	100.0%	38	97.4%
1 to 19 percent	0	0.0%	1	2.6%
20 to 39 percent	0	0.0%	0	0.0%
40 to 59 percent	0	0.0%	0	0.0%
60 to 79 percent	0	0.0%	0	0.0%
80 or more percent	0	0.0%	0	0.0%
Total	39	100.0%	39	100.0%

*Other: No answer provided (1)

A8. Of the calves, yearlings, and finished cattle you sell annually, what percentage of each marketing method do you typically use? (continued)

Finished Cattle	Number Reporting	Mean
Direct marketing	99	64.8
Local auction barn – normal sale	99	31.9
Local auction barn – special sale	99	3.5
Video auction, website listings, etc.	99	0.0
Other*	99	0.0

Finished Cattle	Direct Marketing		Local auction barn – normal sale		Local auction barn – special sale	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
0 percent	28	28.3%	55	55.6%	93	93.9%
1 to 19 percent	3	3.0%	10	10.1%	1	1.0%
20 to 39 percent	3	3.0%	2	2.0%	2	2.0%
40 to 59 percent	1	1.0%	1	1.0%	0	0.0%
60 to 79 percent	0	0.0%	2	2.0%	0	0.0%
80 or more percent	64	64.6%	29	29.3%	3	3.0%
Total	99	100.0%	99	100.0%	99	100.0%

Finished Cattle	Video auction, website listing, etc.		Other*	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
0 percent	99	100.0%	98	99.0%
1 to 19 percent	0	0.0%	1	1.0%
20 to 39 percent	0	0.0%	0	0.0%
40 to 59 percent	0	0.0%	0	0.0%
60 to 79 percent	0	0.0%	0	0.0%
80 or more percent	0	0.0%	0	0.0%
Total	99	100.0%	99	100.0%

* Other:

No answer provided (1)

A9. Of the calves, yearlings, and finished cattle you sell annually, what percentage of each pricing method do you typically use?

Calves	Number Reporting	Mean
Spot cash market	133	93.6
Forward contracting or marketing agreement	133	0.5
Futures market	133	2.4
Options market	133	0.8
Livestock Risk Protection (LRP)	133	1.3
Livestock Gross Margin (LGM)	133	0.0
Other*	133	0.8

Calves	Spot cash market		Forward contracting or marketing agreement		Futures market		Options market	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
0 percent	6	4.5%	132	99.2%	129	97.0%	132	99.2%
1 to 19 percent	0	0.0%	0	0.0%	0	0.0%	0	0.0%
20 to 39 percent	2	1.5%	0	0.0%	0	0.0%	0	0.0%
40 to 59 percent	2	1.5%	0	0.0%	1	0.8%	0	0.0%
60 to 79 percent	0	0.0%	1	0.8%	1	0.8%	0	0.0%
80 or more percent	123	92.5%	0	0.0%	2	1.5%	1	0.8%
Total	133	100.0%	133	100.0%	133	100.0%	133	100.0%

Calves	Livestock Risk Protection (LRP)		Livestock Gross Margin (LGM)		Other*	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
0 percent	130	97.7%	133	100.0%	132	99.2%
1 to 19 percent	1	0.8%	0	0.0%	0	0.0%
20 to 39 percent	0	0.0%	0	0.0%	0	0.0%
40 to 59 percent	0	0.0%	0	0.0%	0	0.0%
60 to 79 percent	1	0.8%	0	0.0%	0	0.0%
80 or more percent	1	0.8%	0	0.0%	1	0.8%
Total	133	100.0%	133	100.0%	133	100.0%

*Other: No answer provided (1)

Yearlings	Number Reporting	Mean
Spot cash market	32	84.8
Forward contracting or marketing agreement	32	0.0
Futures market	32	8.6
Options market	32	3.1
Livestock Risk Protection (LRP)	32	0.3
Livestock Gross Margin (LGM)	32	0.0
Other	32	0.0

Yearlings	Spot cash market		Forward contracting or marketing agreement		Futures market		Options market	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
0 percent	4	12.5%	32	100.0%	29	90.6%	31	96.9%
1 to 19 percent	0	0.0%	0	0.0%	0	0.0%	0	0.0%
20 to 39 percent	1	3.1%	0	0.0%	0	0.0%	0	0.0%
40 to 59 percent	0	0.0%	0	0.0%	0	0.0%	0	0.0%
60 to 79 percent	0	0.0%	0	0.0%	1	3.1%	0	0.0%
80 or more percent	27	84.4%	0	0.0%	2	6.3%	1	3.1%
Total	32	100.0%	32	100.0%	32	100.0%	32	100.0%

A9. Of the calves, yearlings, and finished cattle you sell annually, what percentage of each pricing method do you typically use? (continued)

Yearlings	Livestock Risk Protection (LRP)		Livestock Gross Margin (LGM)	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
0 percent	31	91.2%	32	100.0%
1 to 19 percent	1	2.9%	0	0.0%
20 to 39 percent	0	0.0%	0	0.0%
40 to 59 percent	0	0.0%	0	0.0%
60 to 79 percent	1	2.9%	0	0.0%
80 or more percent	1	2.9%	0	0.0%
Total	34	100.0%	32	100.0%

Finished Cattle	Number Reporting	Mean
Spot cash market	93	81.2
Forward contracting or marketing agreement	93	9.6
Futures market	93	6.9
Options market	93	1.1
Livestock Risk Protection (LRP)	93	0.2
Livestock Gross Margin (LGM)	93	0.0
Other	93	0.0

Finished Cattle	Spot cash market		Forward contracting or marketing agreement		Futures market		Options market	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
0 percent	5	5.4%	74	79.6%	79	84.9%	88	94.6%
1 to 19 percent	4	4.3%	4	4.3%	2	2.2%	3	3.2%
20 to 39 percent	7	7.5%	4	4.3%	4	4.3%	1	1.1%
40 to 59 percent	4	4.3%	5	5.4%	3	3.2%	1	1.1%
60 to 79 percent	2	2.2%	0	0.0%	4	4.3%	0	0.0%
80 or more percent	71	76.3%	6	6.5%	1	1.1%	0	0.0%
Total	93	100.0%	93	100.0%	93	100.0%	93	100.0%

Finished Cattle	Livestock Risk Protection (LRP)		Livestock Gross Margin (LGM)	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
0 percent	92	98.9%	93	100.0%
1 to 19 percent	0	0.0%	0	0.0%
20 to 39 percent	1	1.1%	0	0.0%
40 to 59 percent	0	0.0%	0	0.0%
60 to 79 percent	0	0.0%	0	0.0%
80 or more percent	0	0.0%	0	0.0%
Total	93	100.0%	93	100.0%

A10. Please identify the production practices you use on your feeder cattle prior to sale:

	Number Reporting	Percent Reporting
Wean at least 30 days	39	19.6%
Wean at least 45 days	120	60.3%
Vaccinate once	74	37.2%
Vaccinate twice	126	63.3%
Castrate	189	95.0%
Dehorn	137	68.8%
Implant	129	64.8%
Other*	29	14.6%
Total respondents reporting	199	

Numbers and percents may reflect multiple answers.

**Other:*

Green tag (6) Bobtail (1)
 Gold tag (5) No answer provided (3)
 Internal/External parasite control (14)

A11. Please identify the information you typically provide to buyers of your feeder cattle:

	Number Reporting	Percent Reporting
Vaccination history	158	89.8%
Third-party health verification	56	31.8%
Implant history	102	58.0%
Animal care/handling practices	62	35.2%
Breed background information	74	42.0%
Specific genetic/sire information	33	18.8%
Herd performance information	16	9.1%
Other*	9	5.1%
Total respondents reporting	176	

Numbers and percents may reflect multiple answers.

**Other:*

Green tag (5) Weaning time (1) Age (1)
 Preconditioning certificate (1) Feed history (1)

A12. Which of the following verified claims do you market cattle based upon?

	Number Reporting	Percent Reporting
Age and source	116	76.3%
Certified organic	1	0.7%
Humanely raised	35	23.0%
100% grass-fed	7	4.6%
Non-hormone treated (NHTC)	18	11.8%
Antibiotic free	11	7.2%
Naturally raised (no hormones and no antibiotics)	15	9.9%
Other*	1	0.7%
Total respondents reporting	152	

Numbers and percentages may reflect multiple answers.

*Other:

No answer provided (1)

A13. Which of the following individual animal identification methods do you currently use?

	Number Reporting	Percent Reporting
None	11	4.7%
Plastic ear tag	217	91.9%
Tattoo	38	16.1%
Hot iron brand	28	11.9%
Freeze brand	34	14.4%
Ear notches	15	6.4%
Brucellosis or any other metal tag	42	17.8%
Electronic ear tag (RFID)	14	5.9%
Other*	1	0.4%
Total respondents reporting	236	

Numbers and percentages may reflect multiple answers.

*Other:

No answer provided (1)

B. Crop Farming and Pasture Information

B1. What portion of your operation's feed and forage is produced by your own farm?

	Number Reporting	Percent Reporting
Less than 25%	5	2.1%
25%-49%	12	5.1%
50% to 74%	28	11.8%
75% or more	192	81.0%
Total	237	100.0%

B2. How many acres of cropland were farmed in 2013?

	Number Reporting	Percent Reporting
0	9	3.9%
1-99	29	12.5%
100-199	27	11.6%
200-499	49	21.1%
500-999	52	22.4%
1,000-1,999	47	20.3%
2,000-3,999	14	6.0%
4,000-5,999	4	1.7%
6,000-9,999	1	0.4%
10,000 or more	0	0.0%
Total	232	100.0%

B3. What crops are typically grown on your farm?

	Number Reporting	Percent Reporting
Corn (seed)	34	14.3%
Corn (grain or silage)	204	86.1%
Soybeans	184	77.6%
Alfalfa	174	73.4%
Hay	194	81.9%
Other*	20	8.4%
Total respondents reporting	237	

Numbers and percentages may reflect multiple answers.

***Other:**

Barley (1) Oats-Rye (1)
 Oats (12) No other listed (1)
 Rye (5)

B4. How many acres of pasture were used in 2013?

	Number Reporting	Percent Reporting
0	2	0.8%
1-99	58	24.3%
100-199	31	13.0%
200-499	76	31.8%
500-999	50	20.9%
1,000-1,999	18	7.5%
2,000-3,999	3	1.3%
4,000-5,999	1	0.4%
6,000-9,999	0	0.0%
10,000 or more	0	0.0%
Total	239	100.0%

B5. In 2013, of the pasture acres used in the operation, what percentage was:

	Number Reporting	Mean
Rented from private entity	238	29.4
Rented from public entity	238	0.4
Owned	238	68.8
Other	238	0.0

	Rented from private entity		Rented from public entity		Owned	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
0 percent	101	42.4%	237	99.6%	19	8.0%
1 to 19 percent	17	7.1%	0	0.0%	13	5.5%
20 to 39 percent	36	15.1%	0	0.0%	24	10.1%
40 to 59 percent	31	13.0%	0	0.0%	33	13.9%
60 to 79 percent	25	10.5%	0	0.0%	30	12.6%
80 or more percent	28	11.8%	1	0.4%	119	50.0%
Total	238	100.0%	238	100.0%	238	100.0%

B6. What type of grass grazing system is used on your farm?

	Number Reporting	Percent Reporting
No grazing system	22	9.4%
Continuous grazing (one or two main pastures)	117	50.0%
Rotational grazing (multiple pastures used to rotate as necessary to allow vegetation regrowth)	139	59.4%
Controlled grazing (strip grazing with new pasture area often)	10	4.3%
Mob grazing (concentrated stocking density and then extended period of rest)	6	2.6%
Other	0	0.0%
Total respondents reporting	234	

Numbers and percents may reflect multiple answers.

B6a. If a grass grazing system is used on your farm, what month(s) are cattle typically allowed to graze?

	Number Reporting	Percent Reporting
January	12	5.8%
February	9	4.3%
March	12	5.8%
April	64	30.8%
May	193	92.8%
June	202	97.1%
July	202	97.1%
August	202	97.1%
September	199	95.7%
October	163	78.4%
November	73	35.1%
December	31	14.9%
Total respondents reporting	208	

Numbers and percents may reflect multiple answers.

B7. In 2013, did your cattle graze or did you mechanically harvest cornstalks for feed?

	Number Reporting	Percent Reporting
No, did not graze or harvest cornstalks for feed	33	13.9%
Yes, grazed own cornstalks	182	76.5%
Yes, grazed others cornstalks at no charge	28	11.8%
Yes, paid rent to graze others cornstalks	24	10.1%
Yes, harvested own cornstalks	124	52.1%
Yes, harvested others cornstalks at no charge	7	2.9%
Yes, paid rent to harvest others cornstalks	22	9.2%
Other	0	0.0%
Total respondents reporting	238	

Numbers and percents may reflect multiple answers.

B8. Other than using your pasture for grazing cattle, in what ways might you use your pasture acres in the future?

	Number Reporting	Percent Reporting
No pasture acres	5	2.2%
No other use	80	35.2%
Other livestock	14	6.2%
Crops/hay	143	63.0%
Residential or commercial development	3	1.3%
Recreation	25	11.0%
Conservation Reserve Program (CRP)	17	7.5%
Energy development (e.g., wind)	1	0.4%
Other*	1	0.4%
Total respondents reporting	227	

Numbers and percents may reflect multiple answers.

*Other:

No answer provided (1)

B9. Has non-cattle production competition affected your ability to buy or rent additional pasture or hay acres?

	Number Reporting	Percent Reporting
Yes	146	62.7%
No	87	37.3%
Total	233	100.0%

B9a. If yes, who/what is your major competitor for buying or renting additional pasture or hay acres?

	Number Reporting	Percent Reporting
Other livestock producers	54	37.2%
Conversion to row crop	116	80.0%
Recreation	33	22.8%
Public acquisition	14	9.7%
Conservation Reserve Program (CRP)	45	31.0%
Energy development (e.g., wind)	1	0.7%
Residential or commercial development	11	7.6%
Other	0	0.0%
Total respondents reporting	145	

Numbers and percents may reflect multiple answers.

C. Backgrounding/Stocker Information

C1. What is your experience with feeding weaned calves?

(1 = Never, 2 = Sometimes, 3 = Always)

	Number Reporting	Mean
Feed and care for my own calves	231	2.8
Feed my own calves plus purchased calves	195	1.7
Custom background calves for other producers	186	1.1
Rent pasture to feed calves	184	1.1
Have backrounder/stocker feed calves for you	183	1.1

	Feed and care for my own calves		Feed my own calves plus purchased calves		Custom background calves for other producers	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
1 - Never	8	3.5%	97	49.7%	169	90.9%
2 - Sometimes	20	8.7%	51	26.2%	12	6.5%
3 - Always	203	87.9%	47	24.1%	5	2.7%
Total	231	100.0%	195	100.0%	186	100.0%

	Rent pasture to feed calves		Have backrounder/stocker feed calves for you	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
1 - Never	168	91.3%	172	94.0%
2 - Sometimes	11	6.0%	8	4.4%
3 - Always	5	2.7%	3	1.6%
Total	184	100.0%	183	100.0%

C2. Please indicate the degree to which you do the following when you make decisions to sell or keep feeding calves:

(1 = Never, 2 = Sometimes, 3 = Always)

	Number Reporting	Mean
Sell, regardless of price, when cattle are a certain age or weight	210	2.1
Compare expected feed costs with sale prices of cattle	204	2.1
Sell when prices are high and hold back when prices are low	199	1.8
Continue to feed if I have enough feed, otherwise I sell	198	1.7

	Sell, regardless of price, when cattle are a certain age or weight		Compare expected feed costs with sale prices of cattle		Sell when prices are high and hold back when prices are low		Continue to feed if I have enough feed, otherwise I sell	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
1 - Never	46	21.9%	59	28.9%	68	34.2%	92	46.5%
2 - Sometimes	92	43.8%	71	34.8%	104	52.3%	82	41.4%
3 - Always	72	34.3%	74	36.3%	27	13.6%	24	12.1%
Total	210	100.0%	204	100.0%	199	100.0%	198	100.0%

C3. Regardless of your experience with feeding weaned calves, what is your opinion on the following?**The problem with feeding calves on my farm is that:***(1 = Strongly Disagree, 2 = Disagree, 3 = Neutral, 4 = Agree, 5 = Strongly Agree)*

	Number Reporting	Mean
I want to receive revenue earlier rather than waiting until calves are finished	216	2.8
Prices of cattle change too much, so too risky	217	2.8
Borrowing money to finance the feeding is too costly	216	2.7
I do not receive additional profit compared to selling at weaning	219	2.6
I do not have enough feed supply	218	2.5
I do not have the facilities or equipment	219	2.5
It is too difficult to establish a relationship with a buyer (feedlot or packer)	217	2.4
I do not have enough labor or expertise	220	2.4

	I want to receive revenue earlier rather than waiting until calves are finished		Prices of cattle change too much, so too risky		Borrowing money to finance the feeding is too costly		I do not receive additional profit compared to selling at weaning	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
1 - Strongly Disagree	39	18.1%	29	13.4%	34	15.7%	35	16.0%
2 - Disagree	40	18.5%	43	19.8%	52	24.1%	55	25.1%
3 - Neutral	74	34.3%	99	45.6%	83	38.4%	92	42.0%
4 - Agree	47	21.8%	37	17.1%	31	14.4%	28	12.8%
5 - Strongly Agree	16	7.4%	9	4.1%	16	7.4%	9	4.1%
Total	216	100.0%	217	100.0%	216	100.0%	219	100.0%

	I do not have enough feed supply		I do not have the facilities or equipment		It is too difficult to establish a relationship with a buyer (feedlot or packer)		I do not have enough labor or expertise	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
1 - Strongly Disagree	55	25.2%	61	27.9%	44	20.3%	59	26.8%
2 - Disagree	63	28.9%	62	28.3%	74	34.1%	68	30.9%
3 - Neutral	47	21.6%	39	17.8%	69	31.8%	55	25.0%
4 - Agree	37	17.0%	35	16.0%	18	8.3%	31	14.1%
5 - Strongly Agree	16	7.3%	22	10.0%	12	5.5%	7	3.2%
Total	218	100.0%	219	100.0%	217	100.0%	220	100.0%

C4. Regardless of your experience with feeding weaned calves, what is your opinion on the following?**The problem with having calves fed with a custom feeder is that:***(1 = Strongly Disagree, 2 = Disagree, 3 = Neutral, 4 = Agree, 5 = Strongly Agree)*

	Number Reporting	Mean
I have not considered this option	215	3.1
I want to receive revenue earlier rather than waiting until calves are finished	207	3.0
Borrowing money to finance the feeding is too costly	207	3.0
Prices of cattle change too much, so too risky	209	2.9
I do not receive additional profit compared to selling at weaning	208	2.8
I do not trust custom feeders	210	2.8
No custom feeders nearby	210	2.7
It is too difficult to establish a relationship with custom feeders	209	2.6

	I have not considered this option		I want to receive revenue earlier rather than waiting until calves are finished		Borrowing money to finance the feeding is too costly		Prices of cattle change too much, so too risky	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
1 - Strongly Disagree	22	10.2%	20	9.7%	21	10.1%	21	10.0%
2 - Disagree	30	14.0%	40	19.3%	35	16.9%	42	20.1%
3 - Neutral	86	40.0%	79	38.2%	85	41.1%	88	42.1%
4 - Agree	48	22.3%	53	25.6%	53	25.6%	49	23.4%
5 - Strongly Agree	29	13.5%	15	7.2%	13	6.3%	9	4.3%
Total	215	100.0%	207	100.0%	207	100.0%	209	100.0%

	I do not receive additional profit compared to selling at weaning		I do not trust custom feeders		No custom feeders nearby		It is too difficult to establish a relationship with custom feeders	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
1 - Strongly Disagree	24	11.5%	25	11.9%	34	16.2%	28	13.4%
2 - Disagree	34	16.3%	43	20.5%	58	27.6%	59	28.2%
3 - Neutral	108	51.9%	105	50.0%	68	32.4%	92	44.0%
4 - Agree	36	17.3%	31	14.8%	38	18.1%	23	11.0%
5 - Strongly Agree	6	2.9%	6	2.9%	12	5.7%	7	3.3%
Total	208	100.0%	210	100.0%	210	100.0%	209	100.0%

C5. Regardless of your experience with feeding weaned calves, what is your opinion on the following?**The benefit of feeding calves (own or custom) is that:***(1 = Strongly Disagree, 2 = Disagree, 3 = Neutral, 4 = Agree, 5 = Strongly Agree)*

	Number Reporting	Mean
I know how well animals perform and can use this information to improve my breeding program	220	3.9
I receive a return for genetic improvements or value-added investments	221	3.8
I know how well animals perform and can use this information to improve my production practices	221	3.8
I see the risk worthwhile to potentially earn additional profit	220	3.8
I know how well animals perform and can use this information to improve my marketing program	221	3.7
On average it is more profitable than selling weaned calves	218	3.5

	I know how well animals perform and can use this information to improve my breeding program		I receive a return for genetic improvements or value-added investments		I know how well animals perform and can use this information to improve my production practices	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
1 - Strongly Disagree	2	0.9%	2	0.9%	3	1.4%
2 - Disagree	4	1.8%	11	5.0%	5	2.3%
3 - Neutral	55	25.0%	54	24.4%	57	25.8%
4 - Agree	108	49.1%	106	48.0%	115	52.0%
5 - Strongly Agree	51	23.2%	48	21.7%	41	18.6%
Total	220	100.0%	221	100.0%	221	100.0%

	I see the risk worthwhile to potentially earn additional profit		I know how well animals perform and can use this information to improve my marketing program		On average it is more profitable than selling weaned calves	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
1 - Strongly Disagree	3	1.4%	4	1.8%	4	1.8%
2 - Disagree	10	4.5%	6	2.7%	18	8.3%
3 - Neutral	59	26.8%	76	34.4%	86	39.4%
4 - Agree	111	50.5%	106	48.0%	79	36.2%
5 - Strongly Agree	37	16.8%	29	13.1%	31	14.2%
Total	220	100.0%	221	100.0%	218	100.0%

C6. Suppose you typically market your spring-born calves in November. How much higher would the expected net return need to be to convince you to retain and feed your calves and then sell them in March?

	Number Reporting	Percent Reporting
Less than 5% higher	8	3.9%
5%-14% higher	47	22.9%
15%-24% higher	63	30.7%
25%-34% higher	35	17.1%
35% higher or more	19	9.3%
Would not consider carrying them over	33	16.1%
Total	205	100.0%

D. Production, Management, and Marketing Information

D1. What other livestock do you raise?

	Number Reporting	Percent Reporting
None	176	80.0%
Hogs	25	11.4%
Dairy cattle	2	0.9%
Layers	4	1.8%
Broilers	2	0.9%
Turkeys	0	0.0%
Sheep	8	3.6%
Goats	2	0.9%
Other*	5	2.3%
Total respondents reporting	220	

Numbers and percentages may reflect multiple answers.

*Other:

Horses (5)

D2. Economically, do you view your cattle operation as the most important part of your overall farm operation?

	Number Reporting	Percent Reporting
Yes	156	67.0%
No	77	33.0%
Total	233	100.0%

D3. How important would the following factors be for improving cost of production on your operation?

(1 = Not Important at all, 2 = Somewhat Important, 3 = Important, 4 = Very Important)

	Number Reporting	Mean
Feeding my own hay and silage	226	3.3
Pasture and feed management	222	3.3
Productivity of pasture acres	222	3.3
Health management	222	3.2
Genetic selection	221	3.1
Grazing/harvesting corn stalks for feed	223	3.0
Access to animal health consultants	220	2.9
Financial record-keeping programs	221	2.9
Access to animal nutrition consultants	220	2.8
Local supply of corn and corn co-products	219	2.7
Availability of labor	217	2.6
Equipment to feed co-products	219	2.6
Data management and tracking programs	219	2.4
Access to financial consultants	222	2.3
Artificial insemination	221	2.0
Benchmarking services	212	2.0
Estrous synchronization	220	1.9

D3. How important would the following factors be for improving cost of production on your operation? (continued)

	Feeding my own hay and silage		Pasture and feed management		Productivity of pasture acres		Health management	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
1 - Not at all important	3	1.3%	3	1.4%	6	2.7%	7	3.2%
2 - Somewhat Important	16	7.1%	16	7.2%	13	5.9%	25	11.3%
3 - Important	112	49.6%	121	54.5%	119	53.6%	98	44.1%
4 - Very Important	95	42.0%	82	36.9%	84	37.8%	92	41.4%
Total	226	100.0%	222	100.0%	222	100.0%	222	100.0%

	Genetic selection		Grazing/harvesting corn stalks for feed		Access to animal health consultants		Financial record-keeping programs	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
1 - Not at all important	24	10.9%	13	5.8%	13	5.9%	10	4.5%
2 - Somewhat Important	27	12.2%	43	19.3%	51	23.2%	59	26.7%
3 - Important	81	36.7%	102	45.7%	109	49.5%	104	47.1%
4 - Very Important	89	40.3%	65	29.1%	47	21.4%	48	21.7%
Total	221	100.0%	223	100.0%	220	100.0%	221	100.0%

	Access to animal nutrition consultants		Local supply of corn and corn co-products		Availability of labor		Equipment to feed co-products	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
1 - Not at all important	18	8.2%	25	11.4%	28	12.9%	28	12.8%
2 - Somewhat Important	61	27.7%	56	25.6%	65	30.0%	64	29.2%
3 - Important	93	42.3%	95	43.4%	85	39.2%	97	44.3%
4 - Very Important	48	21.8%	43	19.6%	39	18.0%	30	13.7%
Total	220	100.0%	219	100.0%	217	100.0%	219	100.0%

	Data management and tracking programs		Access to financial consultants		Artificial insemination		Benchmarking services	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
1 - Not at all important	39	17.8%	52	23.4%	92	41.6%	68	32.1%
2 - Somewhat Important	74	33.8%	68	30.6%	61	27.6%	83	39.2%
3 - Important	82	37.4%	77	34.7%	37	16.7%	53	25.0%
4 - Very Important	24	11.0%	25	11.3%	31	14.0%	8	3.8%
Total	219	100.0%	222	100.0%	221	100.0%	212	100.0%

Estrous synchronization		
	Number Reporting	Percent Reporting
1 - Not at all important	101	45.9%
2 - Somewhat Important	56	25.5%
3 - Important	40	18.2%
4 - Very Important	23	10.5%
Total	220	100.0%

D4. Do you agree or disagree that changing the following practices would expand your marketing opportunities?*(1 = Strongly Disagree, 2 = Disagree, 3 = Neutral, 4 = Agree, 5 = Strongly Agree)*

	Number Reporting	Mean
Vaccination program	219	3.9
Genetic selection program	218	3.8
Follow specific animal care/handling guidelines	215	3.5
Document and share herd performance information	218	3.4
Crossbreeding program	222	3.3
Document and share breed background information	218	3.3
Document and share specific sire/genetic information	220	3.3
Calving season	223	3.1
Participation in a production supply chain	219	2.9
Use a marketing schedule	218	2.9
Contract production for a specific market	219	2.9
Partner on cattle in a feedlot	216	2.6

	Vaccination program		Genetic selection program		Follow specific animal care/handling guidelines		Document and share herd performance information	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
1 - Strongly Disagree	6	2.7%	4	1.8%	8	3.7%	8	3.7%
2 - Disagree	15	6.8%	12	5.5%	16	7.4%	19	8.7%
3 - Neutral	40	18.3%	50	22.9%	75	34.9%	91	41.7%
4 - Agree	102	46.6%	105	48.2%	94	43.7%	86	39.4%
5 - Strongly Agree	56	25.6%	47	21.6%	22	10.2%	14	6.4%
Total	219	100.0%	218	100.0%	215	100.0%	218	100.0%

	Crossbreeding program		Document and share breed background information		Document and share specific sire/genetic information		Calving season	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
1 - Strongly Disagree	15	6.8%	10	4.6%	13	5.9%	14	6.3%
2 - Disagree	21	9.5%	23	10.6%	25	11.4%	42	18.8%
3 - Neutral	81	36.5%	93	42.7%	88	40.0%	94	42.2%
4 - Agree	86	38.7%	80	36.7%	77	35.0%	63	28.3%
5 - Strongly Agree	19	8.6%	12	5.5%	17	7.7%	10	4.5%
Total	222	100.0%	218	100.0%	220	100.0%	223	100.0%

	Participation in a production supply chain		Use a marketing schedule		Contract production for a specific market		Partner on cattle in a feedlot	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
1 - Strongly Disagree	14	6.4%	22	10.1%	17	7.8%	35	16.2%
2 - Disagree	36	16.4%	40	18.3%	45	20.5%	50	23.1%
3 - Neutral	124	56.6%	102	46.8%	115	52.5%	96	44.4%
4 - Agree	37	16.9%	46	21.1%	36	16.4%	30	13.9%
5 - Strongly Agree	8	3.7%	8	3.7%	6	2.7%	5	2.3%
Total	219	100.0%	218	100.0%	219	100.0%	216	100.0%

D5. Pooling cattle for sale means combining your cattle to be sold with cattle of other producers rather than selling your cattle as an individual producer. Do you typically pool cattle for sale?

	Number Reporting	Percent Reporting
Yes	12	5.2%
No	218	94.8%
Total	230	100.0%

D6. Whether you pool cattle for sale or not, please indicate your opinion about the following statements regarding pooling cattle.

(1 = Strongly Disagree, 2 = Disagree, 3 = Neutral, 4 = Agree, 5 = Strongly Agree)

	Number Reporting	Mean
Larger, more uniform lots of cattle sell at higher prices	228	3.9
I do not like to sell my cattle at the average pen price	222	3.5
I have not thought about pooling cattle	226	3.5
I do not like it because I cannot sell when I want to	221	3.4
Pooling saves on transportation costs	224	3.2
Video auction markets make pooling easier	223	3.2

	Larger, more uniform lots of cattle sell at higher prices		I do not like to sell my cattle at the average pen price		I have not thought about pooling cattle	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
1 - Strongly Disagree	7	3.1%	1	0.5%	14	6.2%
2 - Disagree	13	5.7%	18	8.1%	23	10.2%
3 - Neutral	26	11.4%	91	41.0%	78	34.5%
4 - Agree	134	58.8%	90	40.5%	68	30.1%
5 - Strongly Agree	48	21.1%	22	9.9%	43	19.0%
Total	228	100.0%	222	100.0%	226	100.0%

	I do not like it because I cannot sell when I want to		Pooling saves on transportation costs		Video auction markets make pooling easier	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
1 - Strongly Disagree	5	2.3%	11	4.9%	9	4.0%
2 - Disagree	18	8.1%	31	13.8%	20	9.0%
3 - Neutral	111	50.2%	91	40.6%	123	55.2%
4 - Agree	65	29.4%	74	33.0%	65	29.1%
5 - Strongly Agree	22	10.0%	17	7.6%	6	2.7%
Total	221	100.0%	224	100.0%	223	100.0%

E. Farm Transition Information

E1. What is the ownership arrangement of your cattle operation?

	Number Reporting	Percent Reporting
Sole proprietorship	165	70.2%
C-Corporation	15	6.4%
S-Corporation	8	3.4%
General partnership	31	13.2%
Limited partnership (partnership with limited liability)	5	2.1%
Limited liability corporation (LLC)	9	3.8%
Other*	2	0.9%
Total	235	100.0%

*Other:

College farm (1)

No answer provided (1)

E2. If you have an heir (e.g., son, daughter, grandchild, in-law, other relative) to take over the cattle operation, are you encouraging them to do so?

	Number Reporting	Percent Reporting
Yes	168	75.3%
No	55	24.7%
Total	223	100.0%

E3. Would you be willing to work with a non-family member if an heir is not present or interested in entering cattle production?

	Number Reporting	Percent Reporting
Yes	127	55.9%
No	100	44.1%
Total	227	100.0%

E4. Is there a succession plan for transferring your cattle operation upon exiting the industry?

	Number Reporting	Percent Reporting
Yes, next generation or secondary operator will take over the cattle operation	112	48.7%
Yes, another established producer will take over the cattle operation	4	1.7%
Yes, a beginning producer will take over the cattle operation	3	1.3%
Yes, cattle will be sold and land will be used for producing crops	11	4.8%
Yes, cattle will be sold and land will be used for non-agricultural purposes	2	0.9%
No, have not planned farm transition	97	42.2%
Other*	1	0.4%
Total	230	100.0%

*Other:

No answer provided (1)

E5. Please indicate the degree to which you perceive the following factors as obstacles or attractions for future generations entering cattle production:

(1 = Major Obstacle, 2 = Obstacle, 3 = Neutral, 4 = Attraction, 5 = Major Attraction)

	Number Reporting	Mean
Rural lifestyle	221	4.2
Self-employment	219	4.0
Work with livestock	222	3.9
Work with family	220	3.8
Cost share programs (e.g., EQIP)	219	3.2
Market access	219	3.2
Feed availability and costs	218	3.1
Cattle availability and costs	219	3.0
Salary	219	2.9
Capital availability and costs	218	2.7
Work hours	219	2.6
Labor availability and costs	217	2.6
Animal care/handling regulations	221	2.6
Expansion of corn acres	221	2.5
Expansion of soybean acres	220	2.5
Land tax policy	219	2.4
Environmental regulations	219	2.1

	Rural lifestyle		Self-employment		Work with livestock		Work with family	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
1 - Major Obstacle	2	0.9%	3	1.4%	3	1.4%	4	1.8%
2 - Obstacle	9	4.1%	12	5.5%	9	4.1%	17	7.7%
3 - Neutral	18	8.1%	30	13.7%	42	18.9%	52	23.6%
4 - Attraction	114	51.6%	116	53.0%	123	55.4%	101	45.9%
5 - Major Attraction	78	35.3%	58	26.5%	45	20.3%	46	20.9%
Total	221	100.0%	219	100.0%	222	100.0%	220	100.0%

	Cost share programs (e.g., EQIP)		Market access		Feed availability and costs		Cattle availability and costs	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
1 - Major Obstacle	4	1.8%	6	2.7%	3	1.4%	12	5.5%
2 - Obstacle	29	13.2%	26	11.9%	44	20.2%	51	23.3%
3 - Neutral	106	48.4%	115	52.5%	113	51.8%	99	45.2%
4 - Attraction	72	32.9%	61	27.9%	48	22.0%	49	22.4%
5 - Major Attraction	8	3.7%	11	5.0%	10	4.6%	8	3.7%
Total	219	100.0%	219	100.0%	218	100.0%	219	100.0%

E5. Please indicate the degree to which you perceive the following factors as obstacles or attractions for future generations entering cattle production. (continued)

	Salary		Capital availability and costs		Work hours		Labor availability and costs	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
1 - Major Obstacle	9	4.1%	23	10.6%	19	8.7%	15	6.9%
2 - Obstacle	64	29.2%	66	30.3%	92	42.0%	96	44.2%
3 - Neutral	105	47.9%	89	40.8%	74	33.8%	82	37.8%
4 - Attraction	28	12.8%	34	15.6%	26	11.9%	17	7.8%
5 - Major Attraction	13	5.9%	6	2.8%	8	3.7%	7	3.2%
Total	219	100.0%	218	100.0%	219	100.0%	217	100.0%

	Animal care/handling regulations		Expansion of corn acres		Expansion of soybean acres		Land tax policy	
	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting	Number Reporting	Percent Reporting
1 - Major Obstacle	26	11.8%	33	14.9%	32	14.5%	30	13.7%
2 - Obstacle	74	33.5%	78	35.3%	79	35.9%	91	41.6%
3 - Neutral	100	45.2%	75	33.9%	83	37.7%	84	38.4%
4 - Attraction	15	6.8%	30	13.6%	21	9.5%	13	5.9%
5 - Major Attraction	6	2.7%	5	2.3%	5	2.3%	1	0.5%
Total	221	100.0%	221	100.0%	220	100.0%	219	100.0%

	Environmental regulations	
	Number Reporting	Percent Reporting
1 - Major Obstacle	52	23.7%
2 - Obstacle	108	49.3%
3 - Neutral	51	23.3%
4 - Attraction	4	1.8%
5 - Major Attraction	4	1.8%
Total	219	100.0%

F. Producer Information

F1. What portion of your cattle operation's labor is supplied by non-family, paid employees?

	Number Reporting	Percent Reporting
Less than 25%	188	81.7%
25%-49%	19	8.3%
50%-74%	12	5.2%
75% or more	11	4.8%
Total	230	100.0%

F2. What is your gender?

	Number Reporting	Percent Reporting
Male	221	94.4%
Female	13	5.6%
Total	234	100.0%

F3. What is your age?

	Number Reporting	Mean
Years	236	59.7

	Number Reporting	Percent Reporting
Less than 30 years	2	0.8%
30 to 54 years	77	32.6%
55 to 70 years	116	49.2%
71 years or more	41	17.4%
Total	236	100.0%

F4. How many years of experience in raising beef cattle do you have?

	Number Reporting	Percent Reporting
Less than 1	0	0.0%
1-5	0	0.0%
6-10	2	0.8%
11-15	4	1.7%
16-20	9	3.8%
21-25	14	5.9%
26-30	19	8.0%
31-35	27	11.3%
36-40	33	13.9%
41 or more	130	54.6%
Total	238	100.0%

F5. How many more years do you expect to be raising beef cattle?

	Number Reporting	Percent Reporting
Less than 1	6	2.6%
1-5	44	19.0%
6-10	52	22.5%
11-15	42	18.2%
16-20	30	13.0%
21-25	19	8.2%
26-30	14	6.1%
31-35	6	2.6%
36-40	9	3.9%
41 or more	9	3.9%
Total	231	100.0%

F6. What portion of your household income is from off-farm sources?

	Number Reporting	Percent Reporting
Less than 20%	123	52.3%
20%-39%	36	15.3%
40%-59%	34	14.5%
60%-79%	21	8.9%
80% or more	21	8.9%
Total	235	100.0%

F7. What is the highest level of education that you earned?

	Number Reporting	Percent Reporting
High school	108	45.4%
Technical training (certification or associates degree)	24	10.1%
Attended college, no Bachelor's (B.S. or B.A.) degree	39	16.4%
Bachelor's (B.S. or B.A.) degree	51	21.4%
Graduate or professional degree (M.S., M.A., M.B.A., Ph.D., D.V.M., Law degree)	13	5.5%
Other*	3	1.3%
Total	238	100.0%

*Other:

8th grade (2)

Grade school (1)

F8. Please identify the industry-related organizations that you or your operation is a member of:

	Number Reporting	Percent Reporting
Iowa Cattlemen's Association	134	64.1%
County Cattlemen's Association	118	56.5%
Breed association	44	21.1%
Iowa Farm Bureau	164	78.5%
National Farm Bureau	30	14.4%
National Cattlemen's Beef Association (NCBA)	41	19.6%
Ranchers and Cattlemen's Action Legal Fund (R-CALF)	7	3.3%
Other*	12	5.7%
Total respondents reporting	209	

Numbers and percents may reflect multiple answers.

*Other:

National Corn Growers Association (4)	U.S. Premium Beef (1)
American Soybean Association (3)	Western Iowa Feeder Calf Association (1)
National Farmers Organization (1)	No answer provided (1)
National FFA (1)	

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