

Pilot Survey & Analysis of Wyoming Cattle Production (2004)



D R A F T
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For a full description of the project see Sarchet, B. 2005. Pilot Survey and Analysis and Wyoming Cattle Producers. Unpublished Plan B paper. Department of Agricultural and Applied Economics. University of Wyoming.

Acknowledgements

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Additional copies of this report, Brent Sarchet's complete thesis, and details of the 2005 Cattle Producer Survey efforts may be found at: <http://agecon.uwyo.edu/WYLivestock>

Background and justification

During 2004, the department of Agricultural and Applied Economics at the University of Wyoming conducted a small pilot survey of 400 cattle producers within Wyoming. The purpose of the survey was to identify and examine cattle industry trends and cattle production practices within the State as well as the attitudes, and perceptions of Wyoming's beef cattle producers toward emerging industry trends and potential new production practices. This pilot study forms the foundation for a larger, comprehensive survey of Wyoming cattle producers that will be conducted in 2005.



Events such as the recent drought and changes in agricultural markets and national policies have had significant impacts on the way Wyoming farmers and ranchers conduct their businesses. Significant market changes include: consumer demand for organic goods, which rose throughout the 1990's by more than 20 percent, consumers' increased concern towards food safety, their health, lifestyles and values, e-coli bacteria and Bovine Spongiform Encephalopathy (BSE) threats within the food supply, development of rural land into residential areas as well as drought and environmental concerns.

Wyoming agricultural producers are challenged by this changing industry. Ranchers must be competitive to remain profitable and there are many possible production changes that ranchers could adopt to improve their profitability, for example: producing organic beef; feeding different feed sources; changing the timing of the calving season or diversifying the existing operation among others. The production changes ranchers are willing to adopt depends in part

on their attitudes, perceptions, structural factors, and the economic potential of new practices in comparison to existing practices.

Ranchers are likely to adopt new practices or change the management of existing enterprises if they are confident that these changes will increase the profitability and long term



economic sustainability of their business.

Variability in the size of individual operations, management ability and other factors will influence the ability of ranchers to change their management. New enterprises that could be profitable for some ranchers might not be profitable for others.

Survey Methods

Four hundred Wyoming cattle producers were randomly selected by the National Agricultural Statistics Survey in Cheyenne. Each of these producers were sent a survey by mail that asked questions about their general ranch description; their production and marketing practices and their demographic information. Two hundred and seventy two surveys were sent to producers that had less than 300 cattle, 104 surveys were sent to producers with between 300 and 1,000 cattle and the remaining 24 surveys were sent to producers with more than 1,000 cattle.

Summary of Survey results

Part A. General Ranch Description - The first part of this survey asks questions about your operation. Each farm/ranch has its own unique characteristics and production practices. We want to know the characteristics and production practices that are used on your operation.

1. What is your mailing zip code? Laramie, Wheatland, Douglas, Sheridan (cities with the most survey responses).
2. How many years of experience do you have raising beef cattle? Ave. 36 years.
3. How much land in your ranch fits into the following categories, and is the land owned or leased?

Types of Land	AUMs	Acres	Percent Owned	Percent Leased
Pastureland, Rangeland	755 (ave)	4048 (ave)	89% (ave)	98% (ave)
Harvested Grain Cropland	510 (ave)	357 (ave)	83% (ave)	44% (ave)
Irrigated & Sub Irrigated Hay	1780 (ave)	335 (ave)	83% (ave)	69% (ave)
Dry Land Hay	50 (ave)	286 (ave)	88% (ave)	99% (ave)
Other (specify)	50 (ave)	7509 (ave)	96% (ave)	73% (ave)
Forest Service	331 (ave)	3074 (ave)		
BLM	477 (ave)	3433 (ave)		
State Lands	293 (ave)	1174 (ave)		

4. What percentage of your total farm income comes from each type of ranch enterprise/practice?

Percent		Percent		Percent		Percent	
Cow/Calf	74% (ave)	Back-grounding	28% (ave)	Feedlot	75% (ave)	Dairy	5% (ave)
Cow-Yearling	74% (ave)	Club-calves	10% (ave)	Replacement Heifers	28% (ave)	Horses	14% (ave)
Purebred	71% (ave)	Commercial	81% (ave)	Stockers	54% (ave)	Sheep	
Other (specify)							20% (ave)

5. What breed(s) of cattle do you raise and/or feed? (please mark all that apply)

Angus	44%	Angus-cross	50%	Hereford	13%
Other (specify) 15%					

Percentages do not total to 100% as respondents checked more than 1 category, and the question was not answered about 2% of the time.

6. What percentage of calving occurs during each month? (should total 100%)

Percent		Percent		Percent		Percent	
Jan.	23% (ave)	April	45% (ave)	July	24% (ave)	Oct.	
Feb.	47% (ave)	May	30% (ave)	Aug.	30% (ave)	Nov.	
March	43% (ave)	June	21% (ave)	Sept.		Dec.	

7. What percentage of weaning occurs during each month? (should total 100%)

Percent		Percent		Percent		Percent	
Jan.	55% (ave)	April	20% (ave)	July		Oct.	88% (ave)
Feb.		May		Aug.	38% (ave)	Nov.	83% (ave)
March	90% (ave)	June		Sept.	80% (ave)	Dec.	100% (ave)

8. Which herd management techniques do you practice each year (check all that apply)?

Practice	Practice		
Vaccinate	1 (rank)	Animal ID System	8 (rank)
Deworm	4 (rank)	Body Condition Scoring	12 (rank)
Insect Control	3 (rank)	Pregnancy Check	6 (rank)
Implant	9 (rank)	Breeding Soundness Exam	11 (rank)
Dehorn	5 (rank)	Artificial Insemination	10 (rank)
Castrate	2 (rank)	Veterinarian Consultation	7 (rank)
Other (specify)	13 (rank)		

9. In a typical year what percentage of the total farm and ranch expenses are due to the following?

Expenses	Percent	Expenses	Percent
Livestock Purchased	23% (ave)	Veterinarian/Health Supplies	6% (ave)
Alfalfa, Hay	22% (ave)	Labor-hired/Contract labor	10% (ave)
Grain (corn, barley, oats)	13% (ave)	Diesel, Gasoline, Natural Gas Fuels	17% (ave)
Feed Concentrates	8% (ave)	Interest Expense	11% (ave)
Salt & Mineral	4% (ave)	Professional Services	5% (ave)
Fertilizer, Chemicals, Seeds	9% (ave)	Machinery Repair Services	12% (ave)
Other (specify)	3.36% (ave)	Other (specify)	

10. In a typical year how many of the following workers does this operation employ and in which months? (please include both paid and non-paid employees)

Family **Number** **Circle the Months Employed (most indicated months in bold)**
Employed

Full-Time	53% (ave)	Jan. Feb. Mar. Apr. May Jun. Jul. Aug. Sept. Oct. Nov. Dec.
Part-Time	34% (ave)	Jan. Feb. Mar. Apr. May Jun. Jul. Aug. Sept. Oct. Nov. Dec.
Seasonal	13% (ave)	Jan. Feb. Mar. Apr. May Jun. Jul. Aug. Sept. Oct. Nov. Dec.

Non-Family **Number** **Circle the Months Employed (most indicated months in bold)**
Employed

Full-Time	22% (ave)	Jan. Feb. Mar. Apr. May Jun. Jul. Aug. Sept. Oct. Nov. Dec.
Part-Time	43% (ave)	Jan. Feb. Mar. Apr. May Jun. Jul. Aug. Sept. Oct. Nov. Dec.
Seasonal	35% (ave)	Jan. Feb. Mar. Apr. May Jun. Jul. Aug. Sept. Oct. Nov. Dec.

11. How much of the following feed sources come from on-farm, how much from off-farm, and how long do you feed them in a typical year?

Feed Sources	On-Farm Sources	Off-Farm Sources	Date Generally Start Feeding	Date Generally Finish Feeding
Grass Hay, Other Hay (tons)	189 (ave)	64 (ave)	Nov (mode)	May (mode)
Alfalfa (tons)	381 (ave)	139 (ave)	January (mode)	May (mode)
Protein Supplement (pounds)	2800 (ave)	45,958 (ave)	January (mode)	April (mode)
Concentrates (pounds)	817 (ave)	17,025 (ave)	January (mode)	December (mode)
Grain (bushels) Circle all grain type(s)	corn, barley oats, wheat	corn, barley oats, wheat	October (mode)	May (mode)
Other (specify)				

12. Please indicate the peak number of livestock owned, and the months they were on feed other than pasture grass during the year.

Classes	Owned	# Months Owned	# Months on Feed (hay, alfalfa, grain)
Bred Cows	131 (ave)	12 (ave)	6 (ave)
Steer Calves	83 (ave)	9 (ave)	5 (ave)
Heifer Calves	77 (ave)	9 (ave)	5 (ave)
Replacement Heifers	60 (ave)	12 (ave)	6 (ave)
Retained Yearlings	5 (ave)	11 (ave)	5 (ave)
Fattened Cows	20 (ave)	10 (ave)	3 (ave)
Herd Bulls	7 (ave)	12 (ave)	6 (ave)
Other (specify)			

13. What percentage of cattle are sold using the following methods?

Methods	Percent	Methods	Percent
Sale Barn	59% (ave)	Futures & Options	1% (ave)
Video Auction	4% (ave)	Internet	1% (ave)
Private Sale	32% (ave)	Other (specify)	1% (ave)
Forward Cash Contracts	2% (ave)		

14. What percentage of cattle are purchased using the following methods?

Methods	Percent	Methods	
Percent			
Sale Barn	39% (ave)	Futures & Options	
Video Auction		Internet	
Private Sale	60% (ave)	Other (specify)	
Forward Cash Contracts			

15. What are the typical sale weights/maintenance weights of the cattle on your operation, and what date do you typically sell them?

Classes	Weights (lbs)	Date Typically Sold
Stocker Steer Calves	588 (ave)	September (ave)
Stocker Heifer Calves	535 (ave)	September (ave)
Retained Steer Calves	925 (ave)	September (ave)
Retained Heifer Calves	764 (ave)	November (ave)
Replacement Heifers	733 (ave)	August (ave)
Bred Cows	1206 (ave)	November (ave)
Fattened Cows	1271 (ave)	August (ave)
Herd Bulls	1790 (ave)	August (ave)

16. What are your plans for the intergenerational succession of your operation? (check all that apply)

Trust	39%	Partnership	11%	Tenancy in Common	2%
Life Estate	9% (ave)	Community Property		Bequest of Land	6%
Joint Tenancy	10%	Corporation	14%		
Other (describe)					

A total of 400 surveys were mailed. Of the 400 surveys, 145 were returned with a response rate of 36%.

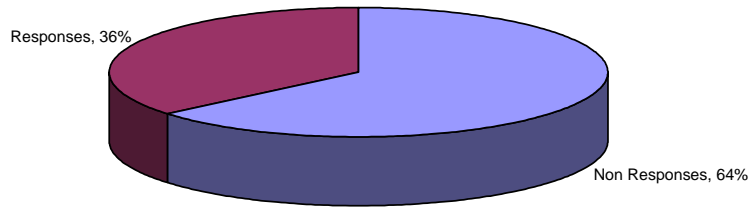


Figure 1. Survey Response Rate

Question 1. **What is your zip code?**

Table B.1 Zip Code Frequencies of Responses to the Question (total responses = 124)

Zip Code	City	Frequency
82070	Laramie	5
82201	Wheatland	5
82633	Douglas	5
82801	Sheridan	5
82435	Powell	4
82604	Casper	4
82729	Sundance	4
83110	Afton	4
82225	Lusk	3
82410	Basin	3
82514	Fort Washakie	3
82716	Gillette	3
82835	Clearmont	3

(Note: zip codes of only those with 3 or more frequencies)

Question 2. **How many years of experience do you have raising beef cattle?**

	Years
Average	36
Max	74
Min	3
Standard Deviation	16.4
# of Responses	108

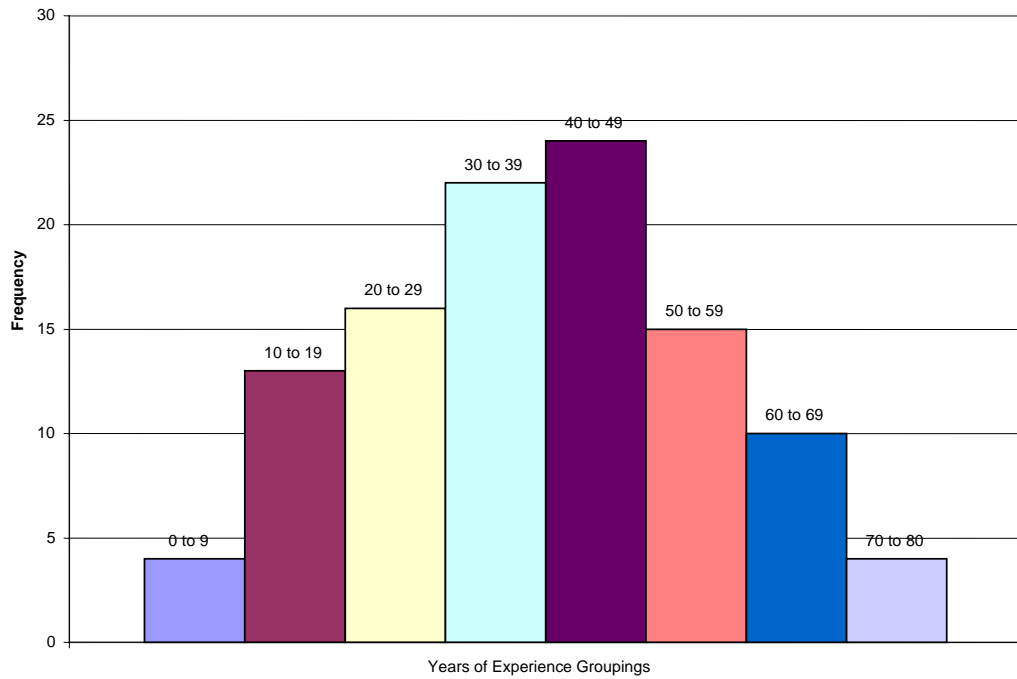


Figure 2. Years of Experience Raising Beef Cattle

Question 4. What percentage of your total farm income comes from each type of ranch enterprise/practice?

	Cow/Calf	Back-grounding	Feedlot	Dairy	Cow-Yearling	Club-calves	Replacement Heifers
Average (%)	74	28	75	5	74	10	28
Max (%)	100	50	96	5	100	10	100
Min (%)	0	12	25	5	3	10	5
Standard Deviation	33	16	29		31		41
# of Responses	83	4	5	1	17	1	5
	Horses	Purebred	Commer-cial	Stockers	Sheep	Other	
Average (%)	14	71	81	54		20	
Max (%)	50	100	100	100		40	
Min (%)	0	16	25	5		5	
Standard Deviation	15	38	38	39		18	
# of Responses	14	7	4	6		3	

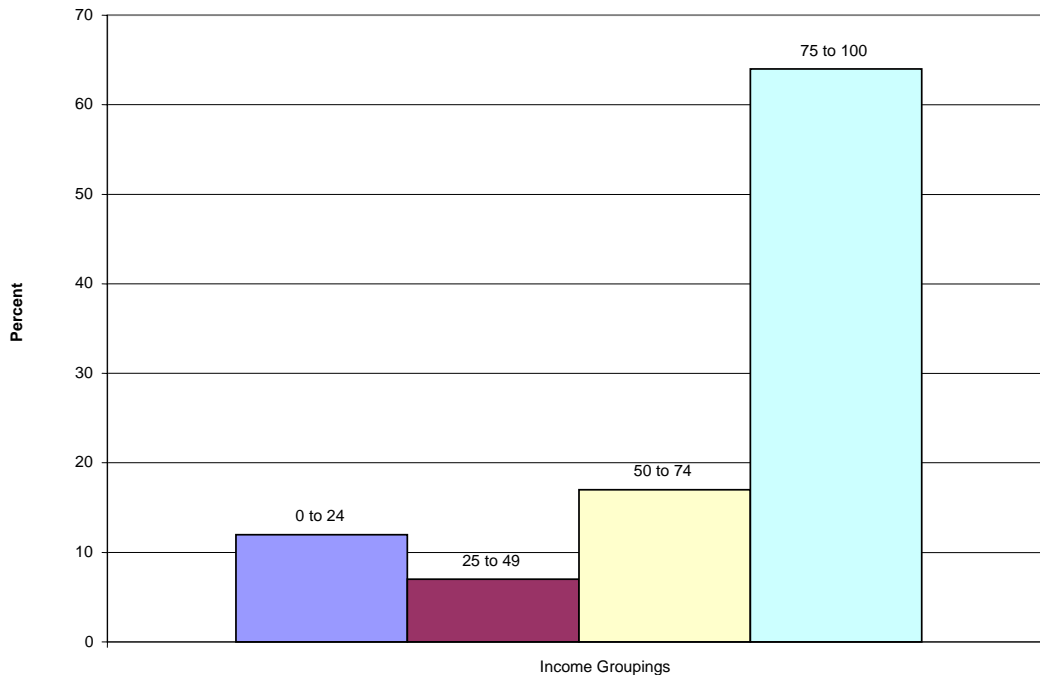


Figure 3a. Percent of Income from Cow/Calf Production

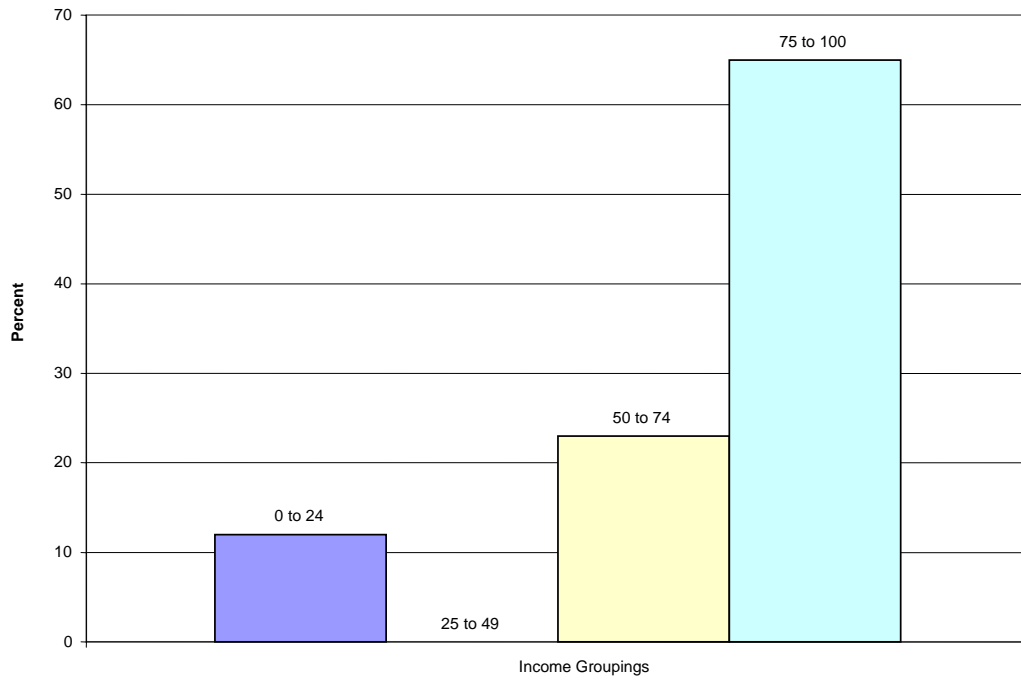


Figure 3b. Percent of Income from Cow-Yearling Production

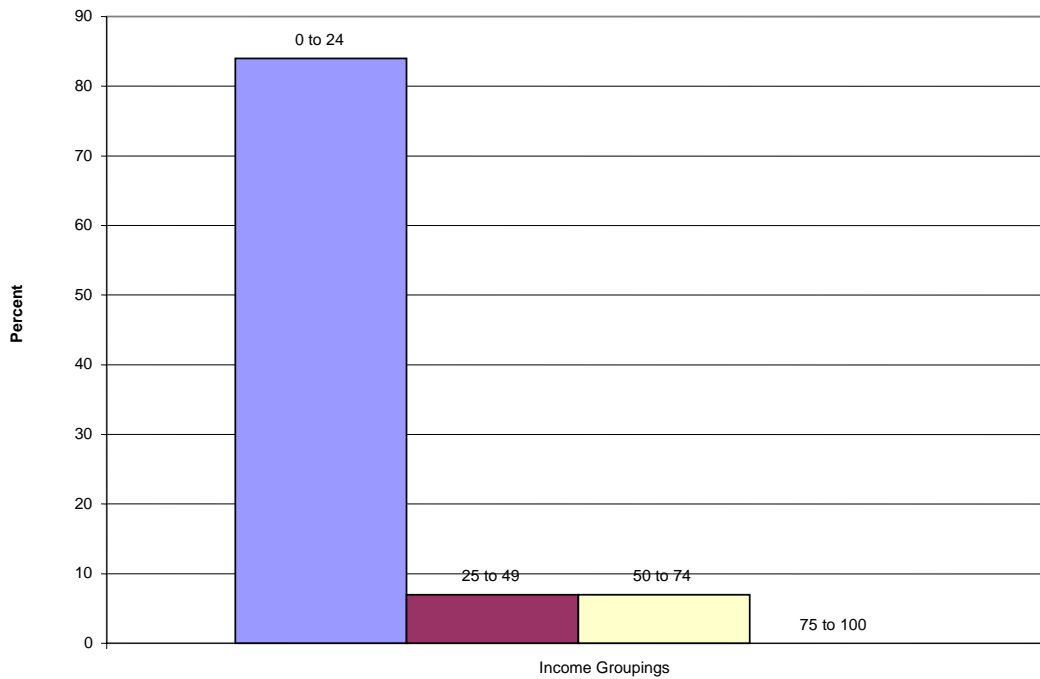


Figure 3c. Percent of Income from Horse Production

Question 6. What percentage of calving occurs during each month?

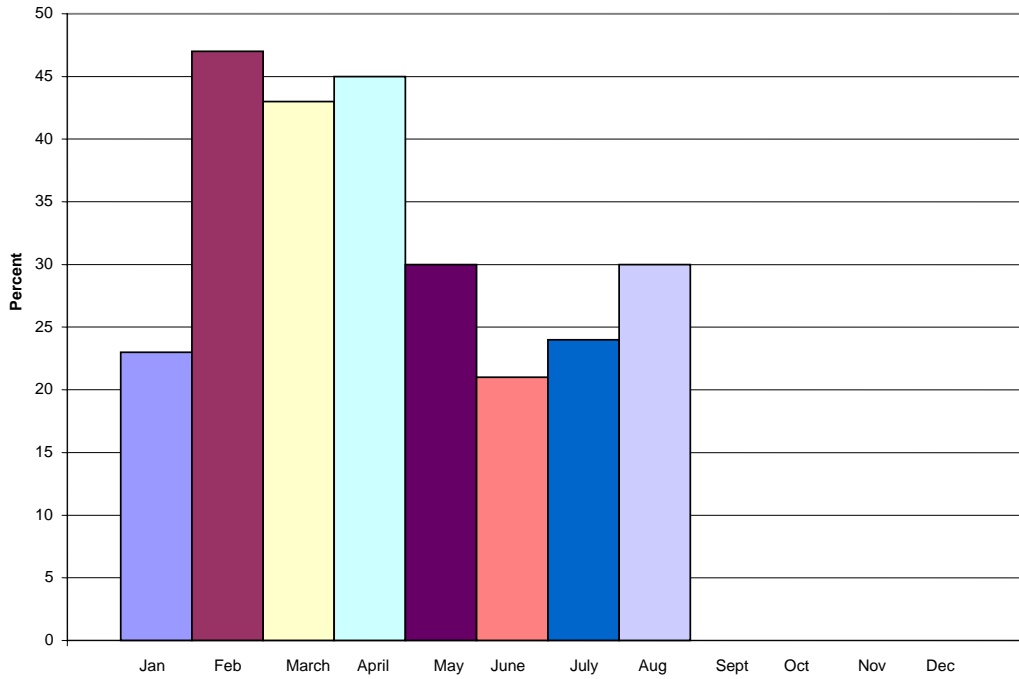


Figure 4a. Average Percent of Calving Occurring in Each Month

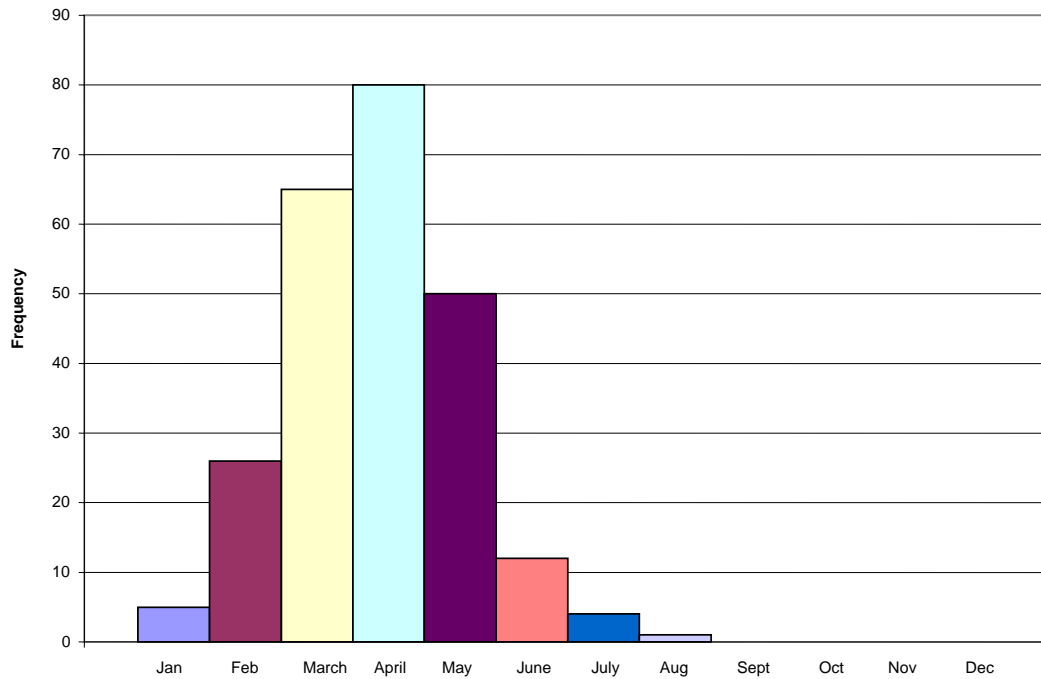


Figure 4b. Number of Respondents Calving in Each Month

Question 8. Which herd management techniques do you practice each year? (check all that apply)

Table 2. Number of Respondents Who Indicated Using the Following Practices

Practice	Number of Responses	Rank
Vaccinate	101	1
Animal ID System	53	8
Deworm	65	4
Body Condition Scoring	17	12
Insect Control	74	3
Pregnancy Check	62	6
Implant	20	9
Breeding Soundness Exam	18	11
Dehorn	63	4
Artificial Insemination	19	10
Castrate	96	2
Veterinarian Consultation	55	7
Other	3	13

Question 9. In a typical year what percentage of the total farm and ranch expenses are due to the following?

Table 3. Descriptive Statistics of Question Results

Expenses						
	Livestock Purchased	Veterinarian/ Health Supplies	Alfalfa, Hay	Labor-hired/ Contract	Grain	Diesel, Gas
Average	23	6	22	10	13	17
Max	90	70	80	45	35	70
Min	0	0	0	0	0	0
Standard Deviation	26	10	20	11	18	14
# of Responses	56	82	58	48	34	79
	Feed Concentrates	Interest	Salt/ Mineral	Professional Services	Fertilizer, Chemicals, Seeds	Machinery Repair
Average	8	11	4	5	9	12

Max	25	60	50	20	30	50
Min	0	0	0	0	0	1
Standard Deviation	6	11	13	4	8	10
# of Responses	36	48	73	31	45	75
	Other					
Average	3.36					
Max	60					
Min	0					
Standard Deviation	8.96					
# of Responses	142					

Question 10. In a typical year how many of the following workers does this operation employ and in which months? (Please include both paid and non-paid employees)

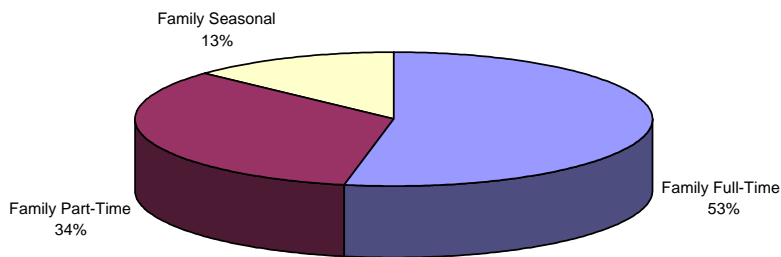


Figure 5. Additional Family Labor Employed (total of 89 responses)

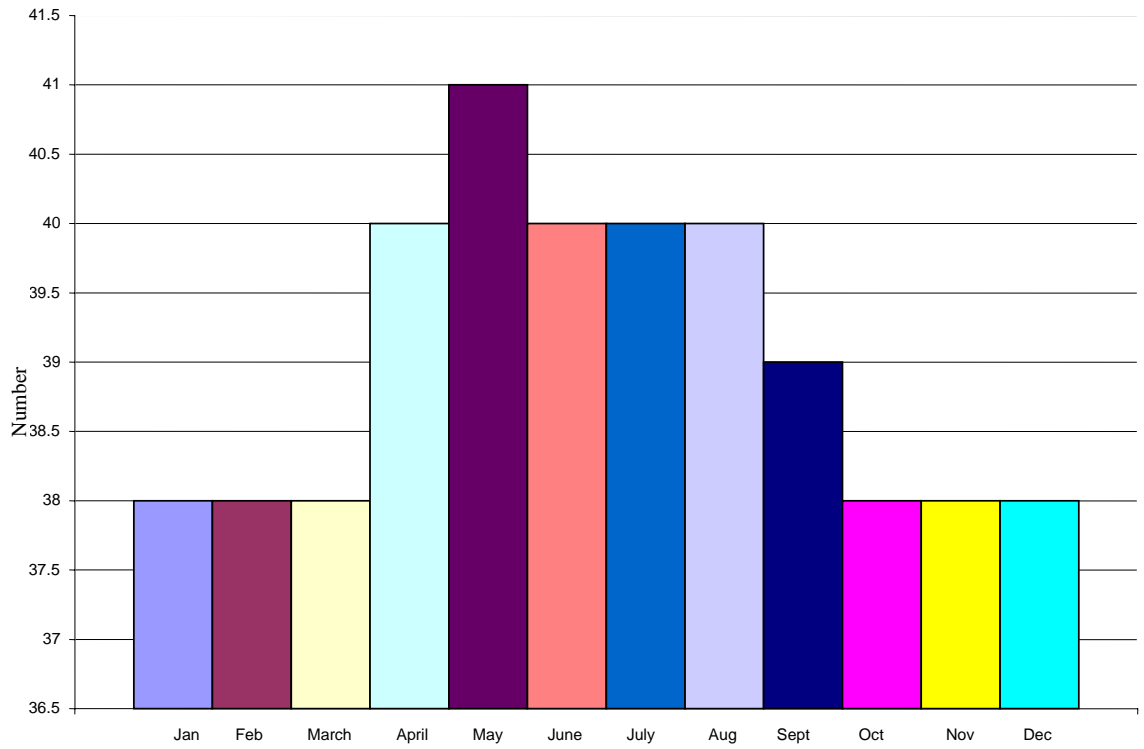


Figure 6a. Number of Respondents Who Employ Family Full-Time in Each Month of the Year

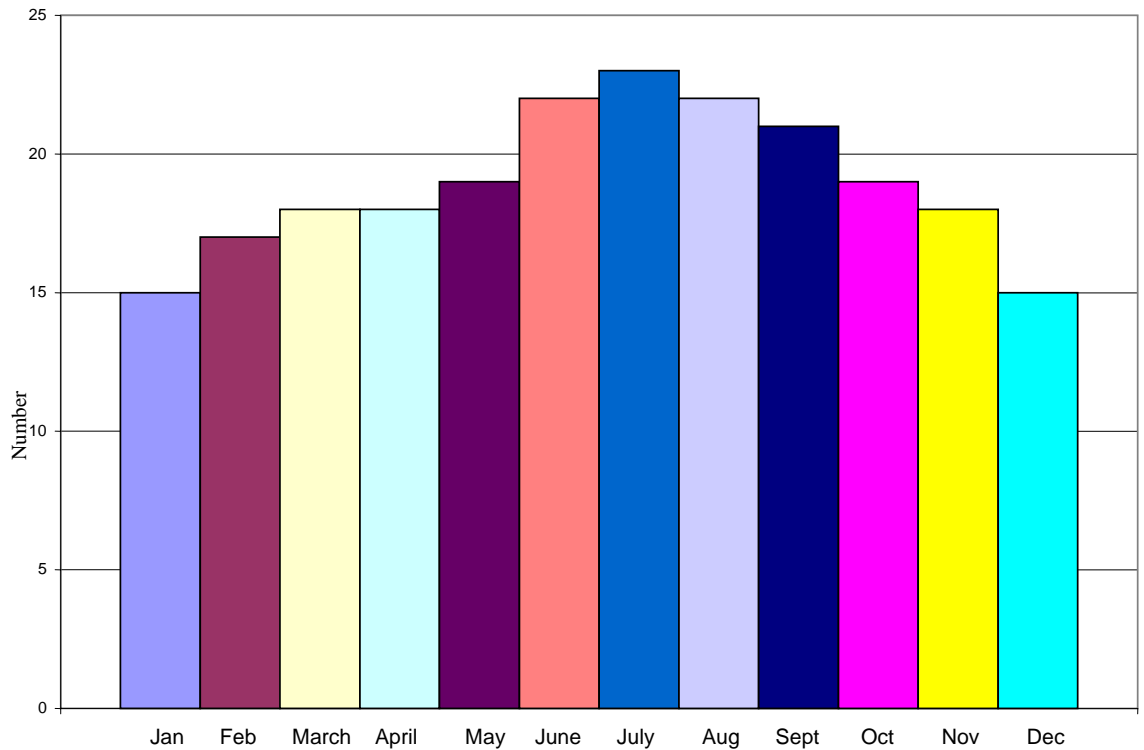


Figure 6b. Number of Respondents Who Employ Family Part-Time in Each Month of the Year

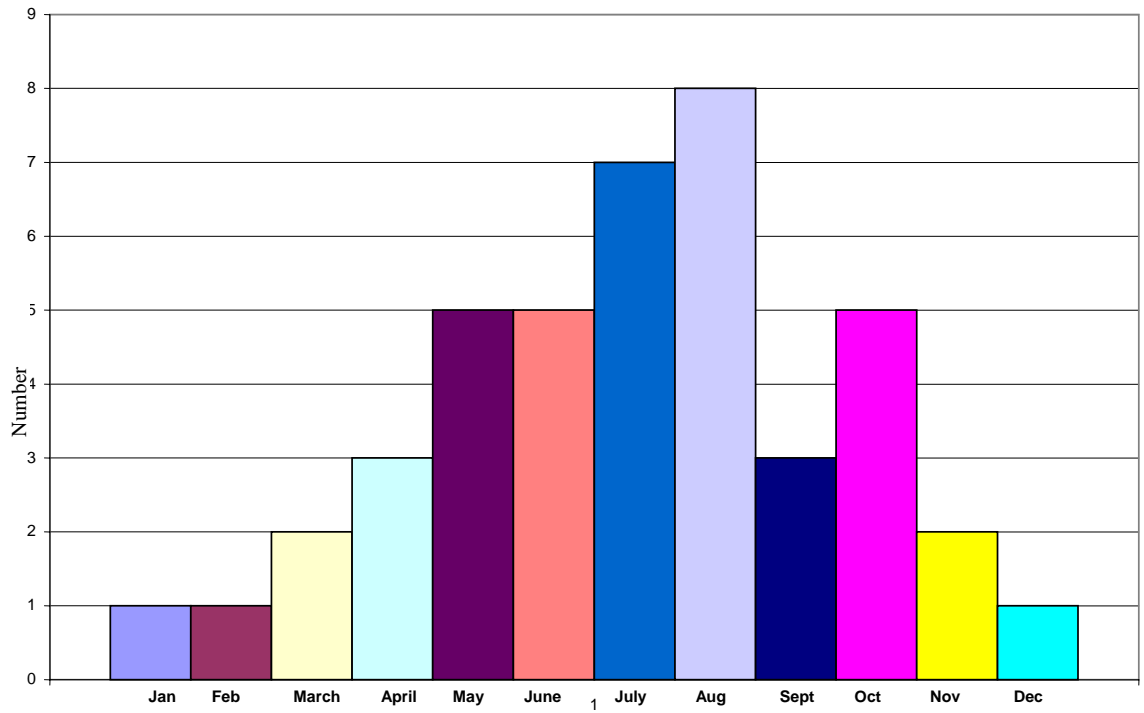


Figure 6c. Number of Respondents Who Employ Family Seasonal in Each Month of the Year

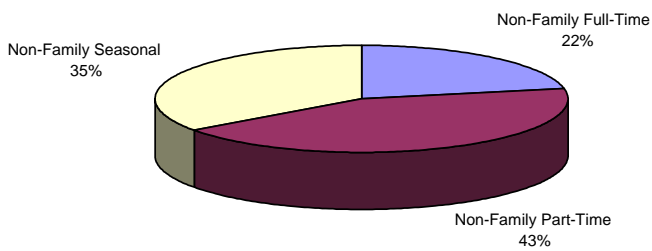


Figure 7. Non-family Labor Employed (total of 37 responses)

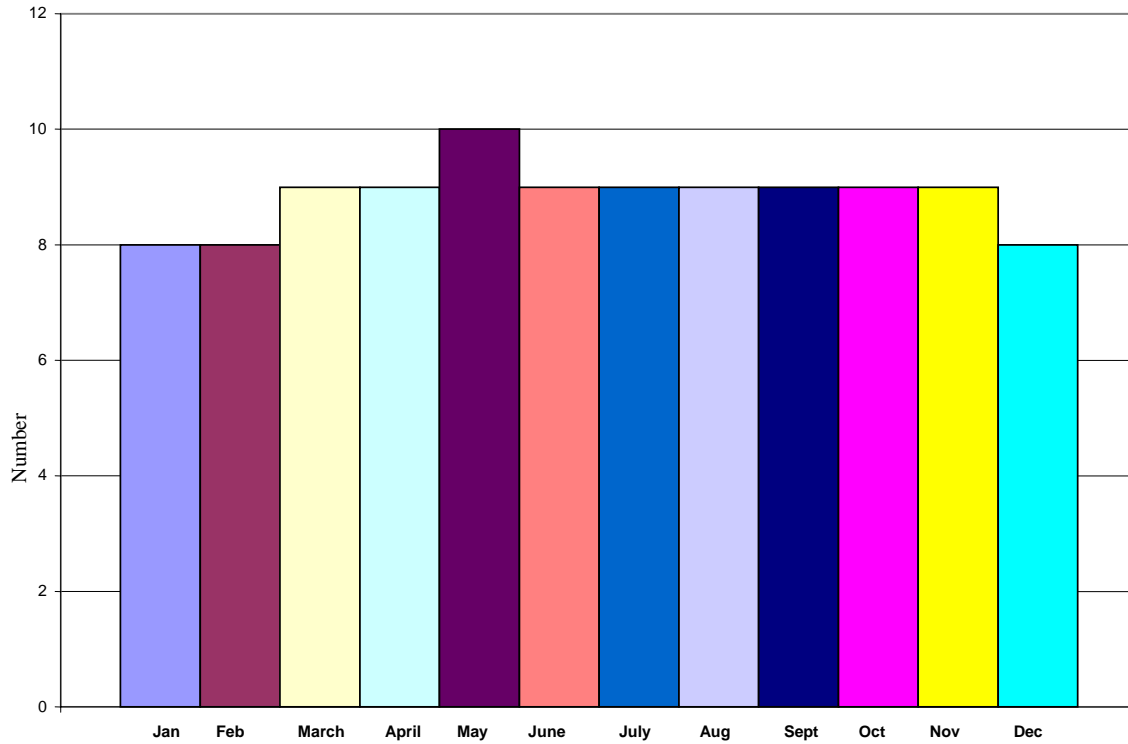


Figure 8a. Number of Respondents Who Employ Non-Family Full-Time in Each Month of the Year

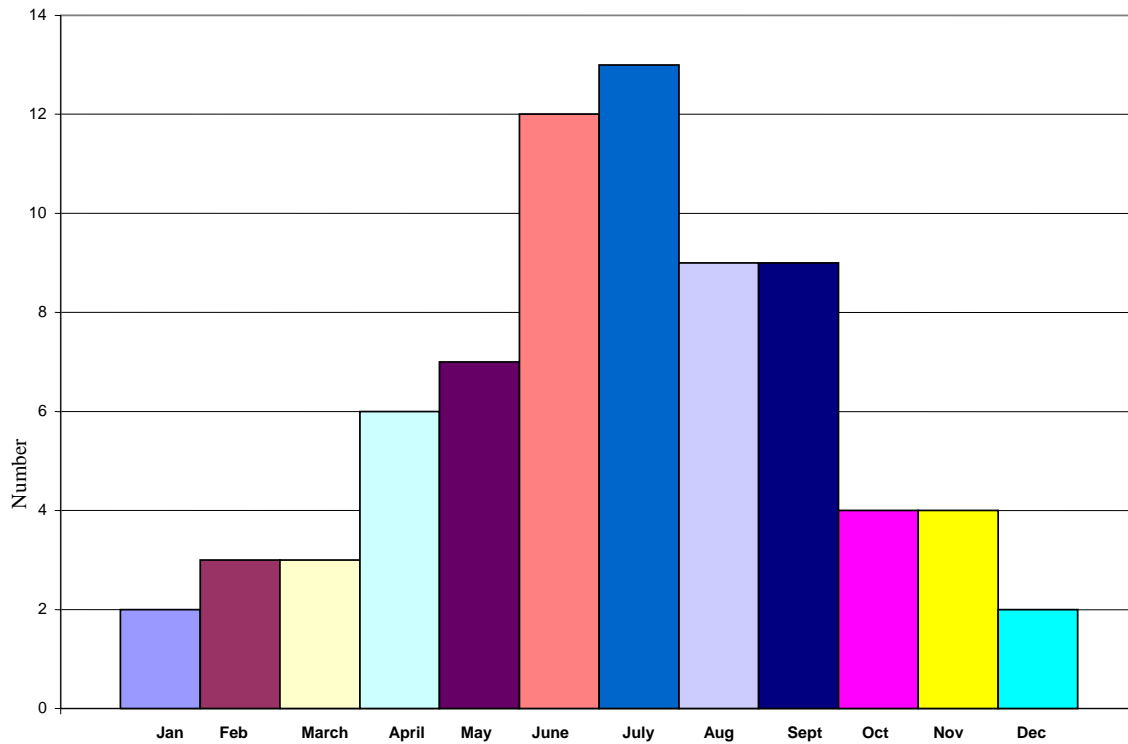


Figure 8b. Number of Respondents Who Employ Non-Family Part-Time in Each Month of the Year

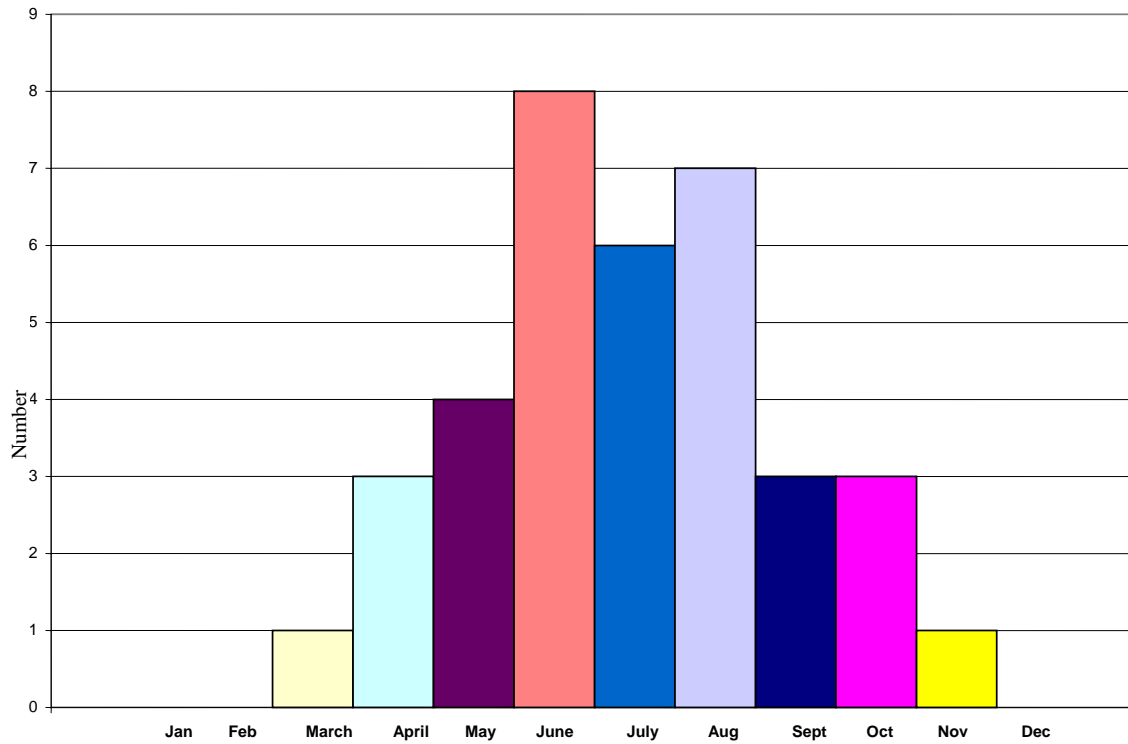


Figure 8c. Number of Respondents Who Employ Non-Family Seasonal in Each Month of the Year

Question 11. **How much of the following feed sources come from on-farm, how much from off-farm, and how long do you feed them in a typical year?**

Table 4 Descriptive Statistics of On-Farm and Off-Farm Feed Sources.

On-Farm Feed Sources

	Grass Hay, Other Hay (tons)	Alfalfa (tons)	Protein Supplement (lbs)	Concentrates (lbs)
Average	189	381	2800	817
Max	2625	3000	10,000	200
Min	1	5	0	50
Standard Deviation	410	669	3750	1040
# of Responses	53	35	6	3

Off-Farm Feed Sources

	Grass Hay, Other Hay (tons)	Alfalfa (tons)	Protein Supplement (lbs)	Concentrates (lbs)
Average	64	139	45,958	17,025
Max	200	423	660,000	75,000
Min	3	5	40	800
Standard Deviation	60	106	140,309	25,755
# of Responses	28	18	23	8

Question 12. Please indicate the peak number of livestock owned, and the months they are on feed, other than pasture grass, during a typical year.

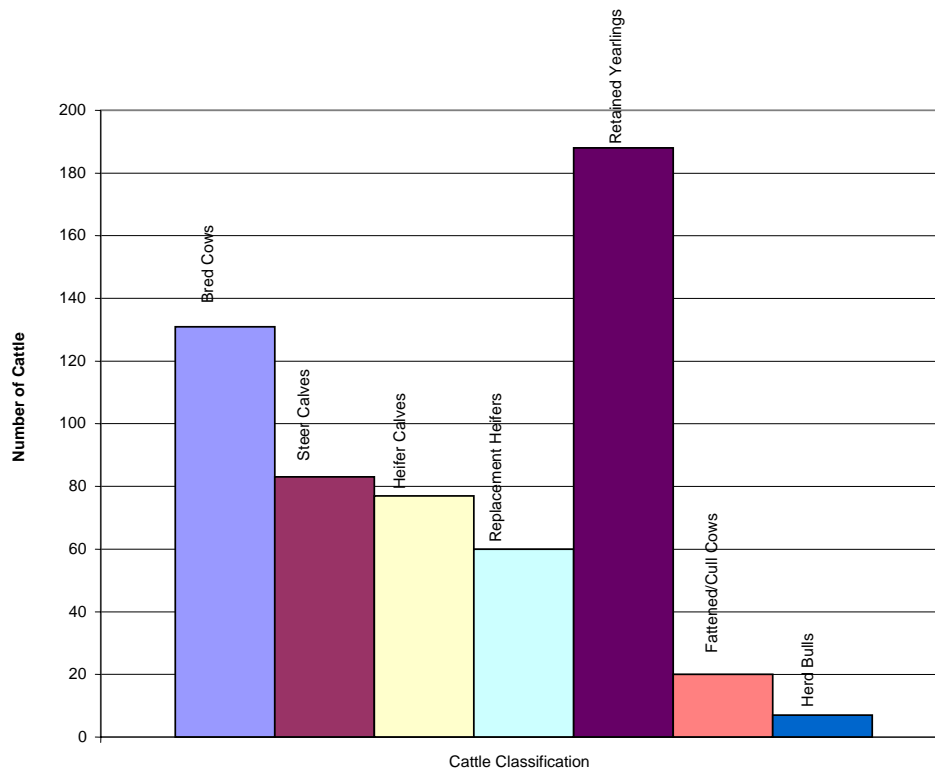


Figure 9. Average Number of Cattle Owned

Table 5. Descriptive Statistics of Number of Cattle Owned in each Classification

	Bred Cows (#)	Steer Calves (#)	Heifer Calves (#)	Replacement Heifers (#)	Retained Yearlings (#)	Fattened/Cull Cows (#)	Herd Bulls (#)
Average	131	83	77	60	188	20	7
Max	620	610	605	2000	700	80	35
Min	1	1	1	2	7	2	1
Standard Deviation	137	114	115	258	236	30	7
# of Responses	84	45	45	59	10	6	68

Table 6. Descriptive Statistics of the Number of Months on Feed

	Bred Cows
Ave	6
Max	12
Min	1
Standard Deviation	2
# of Responses	70
	Steer Calves
Ave	5
Max	12
Min	1
Standard Deviation	3
# of Responses	26
	Heifer Calves
Ave	5
Max	12
Min	1
Standard Deviation	2
# of Responses	24
	Replacement Heifers
Ave	6
Max	12
Min	1
Standard Deviation	2
# of Responses	47
	Retained Yearlings
Ave	5
Max	6
Min	3
Standard Deviation	1
# of Responses	9
	Fattened/Cull Cows
Ave	3
Max	6
Min	2
Standard Deviation	2
# of Responses	4
	Herd Bulls
Ave	6
Max	9
Min	2
Standard Deviation	1
# of Responses	43

Table 6 (continued)

	Other
Ave	5
Max	8
Min	3
Standard Deviation	2
# of Responses	8

Question 13. **What percent of cattle are sold using the following methods?**

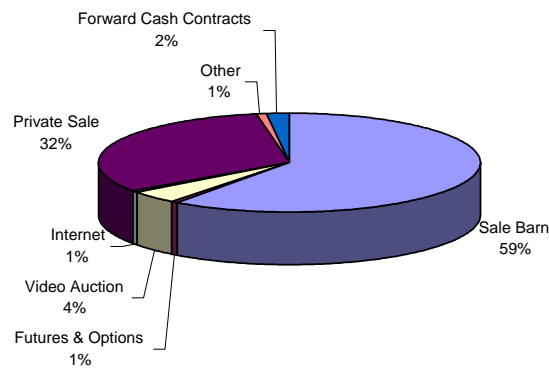


Figure 10. Percent of Respondents Indicated Method of Sale of Cattle (total response of 149)

Question 14. What percent of cattle are purchased using the following methods?

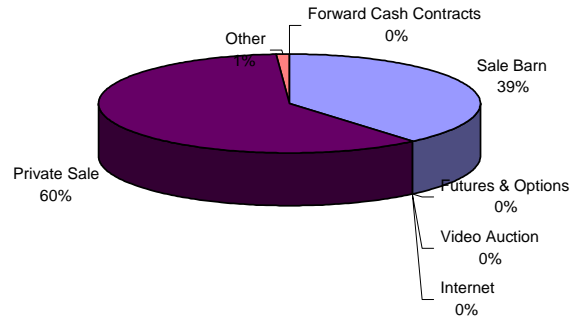


Figure 11. Percent of the Respondents Indicated Method of Purchase of Cattle (total response of 109)

Question 15. What are the typical sale weights/maintenance weights of the cattle on your operation, and what date do you typically sell them?

Table 7. Weights of Cattle and Month Typically Sold.

	Steer Calves Weight (lbs)
Ave	588
Max	1200
Min	350
Standard Deviation	133.8
# of Responses	84
Month Sold (Mode)	October
	Heifer Calves (lbs)
Ave	535
Max	1200
Min	300
Standard Deviation	120.3
# of Responses	79
Month Sold (Mode)	October
	Retained Steer Calves (lbs)
Ave	925
Max	1400
Min	300
Standard Deviation	299.6

Table 7 (continued)	
# of Responses	15
Month Sold (Mode)	December
	Retained Heifer Calves (lbs)
Ave	764
Max	1300
Min	150
Standard Deviation	344.7
# of Responses	14
Month Sold (Mode)	November
	Replacement Heifers (lbs)
Ave	733
Max	1200
Min	100
Standard Deviation	213.1
# of Responses	31
Month Sold (Mode)	October
	Bred Cows (lbs)
Ave	1206
Max	1450
Min	1000
Standard Deviation	123.6
# of Responses	24
Month Sold (Mode)	December
	Fattened/Cull Cows (lbs)
Ave	1271
Max	1800
Min	1100
Standard Deviation	141.9
# of Responses	31
Month Sold (Mode)	November
	Herd Bulls (lbs)
Ave	1790
Max	2300
Min	650
Standard Deviation	323.5
# of Responses	40
Month Sold (Mode)	October

**Question 16. What are your plans for the intergenerational succession of your operation?
(check all that apply)**

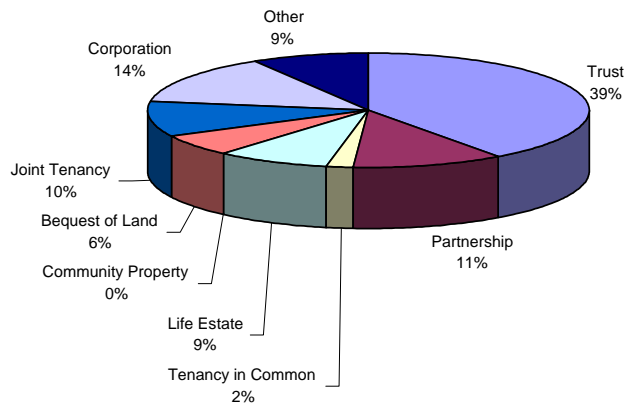


Figure 12. Percent of Respondents Intergenerational Succession Plans (total response of 93)

Part B. Other Production and Marketing Practices - The following questions are designed to understand your opinions about a number of different practices. We want to know if you have considered the following.

17. Have you considered or are you currently doing any of the following practices? (mark all that apply)

Practice	Currently Doing	Have Considered	Have Not Considered	Will Not Do
Organic Beef (USDA Certified)	3%	36%	38%	23%
Grass 'Fed' Beef	27%	27%	32%	14%
Direct Customer Marketing	24%	28%	36%	12%
Joining a Beef Cooperative	3%	28%	49%	20%
Cattle Identification System	40%	34%	17%	9%
Changing Calving Season	22%	24%	26%	28%
Starting an Additional Enterprise	15%	40%	21%	24%
Selling Recreation (fishing, hunting, camping, etc.)	29%	24%	16%	31%
Other (describe)				

18. Please circle the answer that best indicates your response to the following statements about future changes and/or trends that may occur in the beef industry.

Questions	Strongly Disagree - Strongly Agree (1) (5) (Percent of Responses for each number)				
	1	2	3	4	5
A government mandated cattle identification system is needed. (Total Response of 101)	1 (21.8)	2 (18.8)	3 (32.7)	4 (13.9)	5 (12.9)
Government restrictions on the use of antibiotics, growth implants, and vaccinations are necessary. (Total Response of 103)	1 (24.3)	2 (23.3)	3 (26.2)	4 (18.4)	5 (7.8)
Beef consumption will increase in the future. (Total Response of 107)	1 (0)	2 (2.8)	3 (38.3)	4 (41)	5 (17.8)
Beef Consumers are willing to pay a price premium for organic, grass fed, and origin identified beef. (Total Response of 101)	1 (2)	2 (10.9)	3 (29.7)	4 (38.6)	5 (18.8)
A drought contingency plan is important for beef producers in Wyoming. (Total Response of 108)	1 (2.8)	2 (0.9)	3 (17.6)	4 (32.4)	5 (46.3)
BSE will have a big impact on the meat industry in the future.	1 (0)	2 (21.5)	3 (39.3)	4 (25.2)	5 (14)

(Total Response of 107)					
High petroleum prices will impact the beef industry in the future. (Total Response of 107)	1 (0.9)	2 (0.9)	3 (15)	4 (33.6)	5 (45.8)
Climate change will impact the beef industry in the future. (Total Response of 106)	1 (1.9)	2 (11.3)	3 (27.4)	4 (32.1)	5 (27.4)
Brucellosis will have a big impact on the beef industry in the future. (Total Response of 107)	1 (2.8)	2 (14)	3 (34.6)	4 (30)	5 (18.7)
I need to consider alternative enterprises to stay in business. (Total Response of 105)	1 (7.6)	2 (14.3)	3 (25.7)	4 (29.5)	5 (22.9)
I need to learn more about marketing alternatives to stay in business. (Total Response of 100)	1 (6)	2 (16)	3 (38)	4 (29)	5 (11)
I need to learn more about alternative production practices for my current enterprise to stay in business. (Total Response of 100)	1 (5)	2 (25)	3 (36)	4 (26)	5 (8)
I need to learn about alternative risk management strategies. (Total Response of 100)	1 (4)	2 (23)	3 (40)	4 (22)	5 (11)
High interest rates in the future will affect the way I do business. (Total Response of 104)	1 (5.8)	2 (15.4)	3 (25)	4 (26)	5 (27.9)
Government subsidies to ranchers/farmers will be eliminated in the future. (Total Response of 100)	1 (7)	2 (15)	3 (38)	4 (26)	5 (14)
Livestock grazing on federal land will be reduced or eliminated in the future. (Total Response of 103)	1 (8.7)	2 (12.6)	3 (26.2)	4 (39.8)	5 (12.6)
The cattle market and the price of cattle will remain strong in the future. (Total Response of 104)	1 (0)	2 (13.5)	3 (52)	4 (29.8)	5 (4.8)

(Note: percentages may not sum to 100% due to rounding)

Question 17. **Have you considered or are you currently doing any of the following practices? (Mark all that apply)**

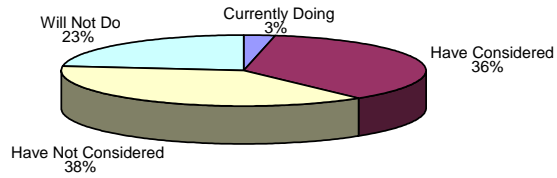


Figure 13a. Organic Beef (total response of 74)

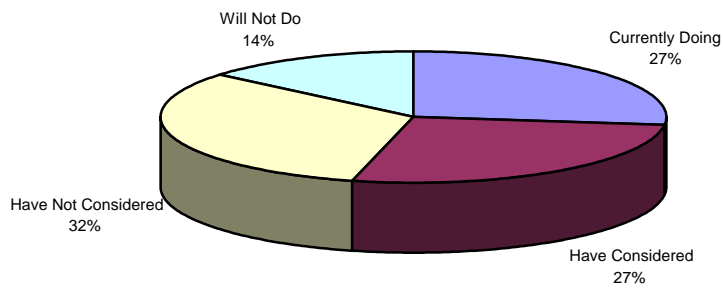


Figure 13b. Grass Fed Beef (total response of 78)

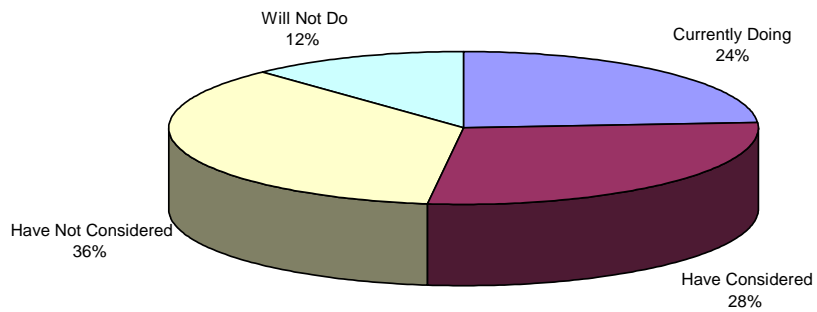


Figure 13c. Direct Customer Marketing (total response of 72)

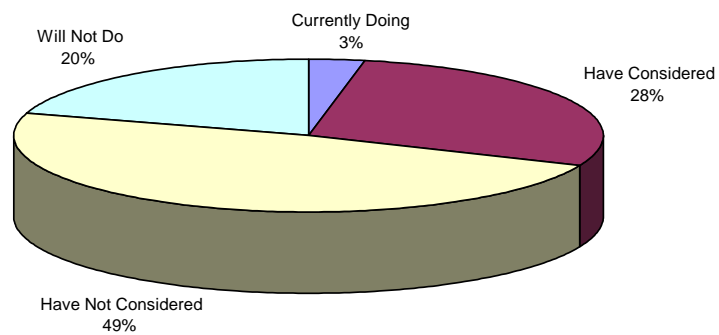


Figure 13d. Joining a Beef Cooperative (total response of 64)

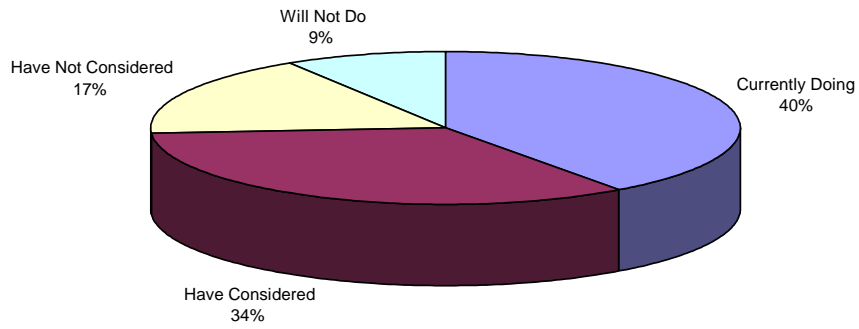


Figure 13e. ID System (total response of 65)

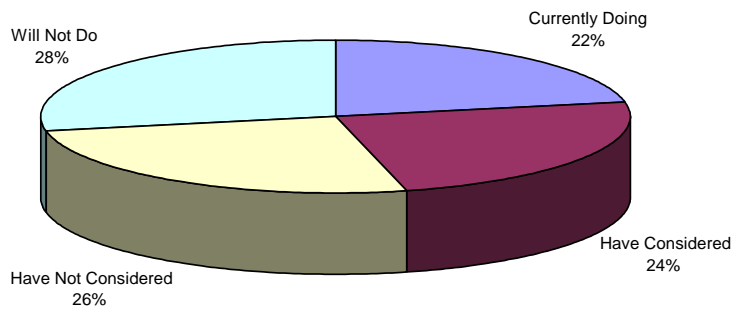


Figure 13f. Changing Calving Season (total response of 68)

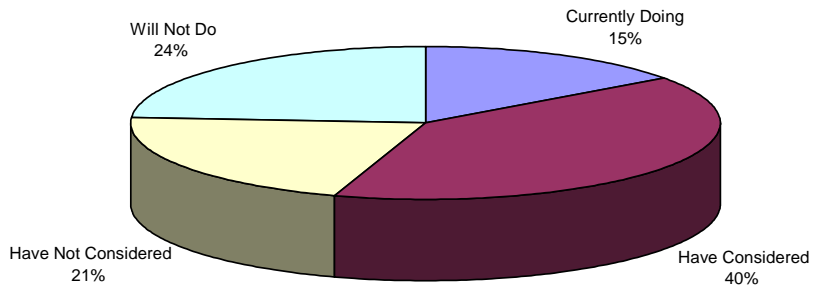


Figure 13g. Starting an Additional Enterprise (total response of 62)

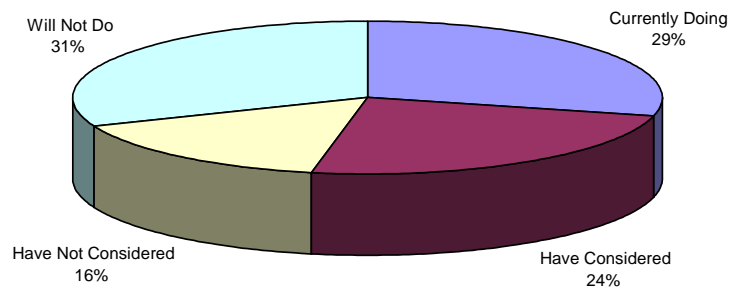


Figure 13h. Selling Recreation (total response of 75)

Question 18. Please circle the answer that best indicates your response to the following statements about future changes and/or trends that may occur in the beef industry.

Questions	Strongly Disagree - Strongly Agree (1) (5) (Percent of Responses for each number)				
	1	2	3	4	5
A government mandated cattle identification system is needed. (Total Response of 101)	1 (21.8)	2 (18.8)	3 (32.7)	4 (13.9)	5 (12.9)
Government restrictions on the use of antibiotics, growth implants, and vaccinations are necessary. (Total Response of 103)	1 (24.3)	2 (23.3)	3 (26.2)	4 (18.4)	5 (7.8)
Beef consumption will increase in the future. (Total Response of 107)	1 (0)	2 (2.8)	3 (38.3)	4 (41)	5 (17.8)
Beef Consumers are willing to pay a price premium for organic, grass fed, and origin identified beef. (Total Response of 101)	1 (2)	2 (10.9)	3 (29.7)	4 (38.6)	5 (18.8)

Table 8. (continued)

Beef Consumers are willing to pay a price premium for organic, grass fed, and origin identified beef. (Total Number of Responses = 101)	1 (2)	2 (10.9)	3 (29.7)	4 (38.6)	5 (18.8)
A drought contingency plan is important for beef producers in Wyoming. (Total Number of Responses = 108)	1 (2.8)	2 (0.9)	3 (17.6)	4 (32.4)	5 (46.3)
BSE will have a big impact on the meat industry in the future. (Total Number of Responses = 107)	1 (0)	2 (21.5)	3 (39.3)	4 (25.2)	5 (14)
High petroleum prices will impact the beef industry in the future. (Total Number of Responses = 107)	1 (0.9)	2 (0.9)	3 (15)	4 (33.6)	5 (45.8)
Climate change will impact the beef industry in the future. (Total Number of Responses = 106)	1 (1.9)	2 (11.3)	3 (27.4)	4 (32.1)	5 (27.4)
Brucellosis will have a big impact on the beef industry in the future. (Total Number of Responses = 107)	1 (2.8)	2 (14)	3 (34.6)	4 (30)	5 (18.7)
I need to consider alternative enterprises to stay in business. (Total Number of Responses = 105)	1 (7.6)	2 (14.3)	3 (25.7)	4 (29.5)	5 (22.9)
I need to learn more about marketing alternatives to stay in business. (Total Number of Responses = 100)	1 (6)	2 (16)	3 (38)	4 (29)	5 (11)

I need to learn more about alternative production practices for my current enterprise to stay in business. (Total Number of Responses = 100)	1 (5)	2 (25)	3 (36)	4 (26)	5 (8)
I need to learn about alternative risk management strategies. (Total Number of Responses = 100)	1 (4)	2 (23)	3 (40)	4 (22)	5 (11)
High interest rates in the future will affect the way I do business. (Total Number of Responses = 104)	1 (5.8)	2 (15.4)	3 (25)	4 (26)	5 (27.9)
Government subsidies to ranchers/farmers will be eliminated in the future. (Total Number of Responses = 100)	1 (7)	2 (15)	3 (38)	4 (26)	5 (14)
Livestock grazing on federal land will be reduced or eliminated in the future. (Total Number of Responses = 103)	1 (8.7)	2 (12.6)	3 (26.2)	4 (39.8)	5 (12.6)
The cattle market and the price of cattle will remain strong in the future. (Total Number of Responses = 104)	1 (0)	2 (13.5)	3 (52)	4 (29.8)	5 (4.8)

(Note: percentages may not sum to 100% due to rounding)

Part C. Demographic Information - For the final part of the survey we would like to ask some questions about you. These questions help to ensure that our sample survey is representative of the population. All the information you provide is completely confidential.

19. Please indicate the (primary operator's) gender. Male 87% Female 13%

20. How many years have you lived in Wyoming? 48 years (ave).

21. Please indicate your current age (primary operator):

25-34	0.9%	45-49	15.9%	55-59	14.2%	65-69	15.9%
35-44	9.7%	50-54	16%	60-64	7.1%	70 or older	20.4%

22. Please circle/write-in the responses below to indicate your level of formal education.

	Number of years completed	Degree Obtained
High School	1, 2, 3, over 4 (ave 4)	GED, H.S. Diploma
Vocational	1, 2, 3, 4, 5, 6, 7, 8, 9, 10, over 10 (ave 3)	Describe:
College	1, 2, 3, 4, 5, 6, 7, 8, 9, 10, over 10 (ave 4)	A.A., B.S., M.S., PhD Other (list):
Other	1, 2, 3, 4, 5, 6, 7, 8, 9, 10, over 10 (ave 6)	Describe:

23. Do you have access to the internet? (please mark all that apply)

No Access	29%	Home Access	51%	Other (specify) 2%
Work Access	15%	Local School	3%	

24. Are you and/or your spouse employed off farm? Please indicate the percentage of your total household income that is from off farm employment and whether this employment is full-time or part-time.

	Full-Time Percent	Part-Time Percent
You	71% (ave)	24% (ave)
Spouse	59% (ave)	24% (ave)

25.

Producer input is crucial to interpreting the data from this survey. Would you be willing to be contacted by the University of Wyoming Department of Agriculture and Applied Economics? To verify the findings of the survey.

If so, USDA-NASS will provide them your name and contact information when you sign and date below. **Thank You.**

Signature 50.4% No, 49.6% Yes Date _____

26. Are there any other comments or suggestions you would like to share with us for this survey? (please write your comments below)

Question 19. **Please indicate the (primary operator's) gender.**

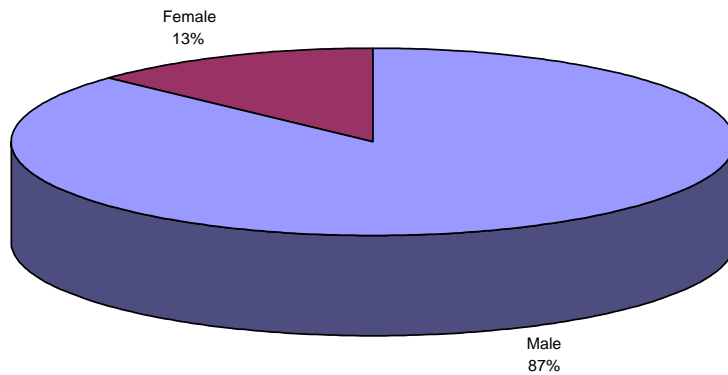


Figure 14. Gender of Respondents (total response of 74)

Question 20. **How many years have you lived in Wyoming?**

Table 9. Descriptive Statistics of the number of years the beef cattle producers have lived in Wyoming.

	Years
Average	48
Max	99
Min	3
Standard Deviation	20.35
# of Responses	115

Question 21. **Please indicate your current age (primary operator):**

Table 10. Frequencies of responses in each age group. (total responses = 113)

	Percent
25-34	0.9
35-44	9.7
45-49	15.9
50-54	16
55-59	14.2
60-64	7.1
65-69	15.9
70 or older	20.4

Question 22. **Please circle/write-in the responses below to indicate your level of formal education.**

Table 11. Frequencies of respondent's education level and average number of years completed for each.

	Frequencies	Average Number of Years Completed
High School	94	4
Vocational	9	3
College	51	4
Other	5	6

Question 23. **Do you have access to the internet? (Please mark all that apply)**

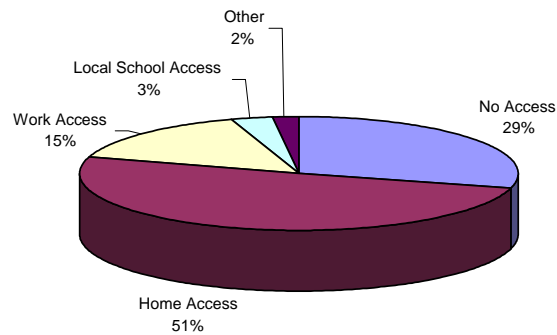


Figure 15. Percent of Respondents Access to the Internet (total response of 125)

Question 25. **Contact Signature (Yes or No)**

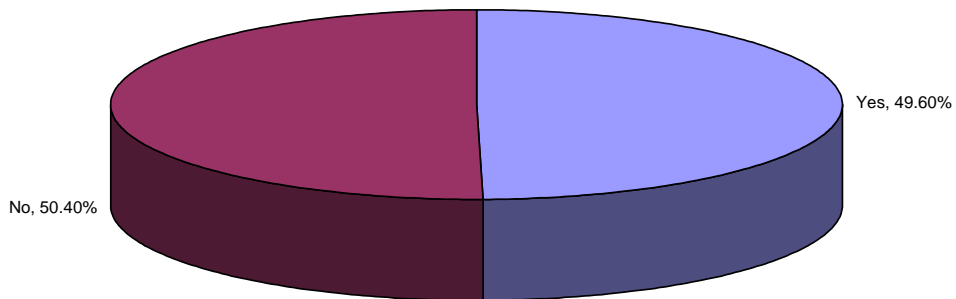


Figure 16. Respondents Permission to be Contacted with Signature (signature = Yes or no signature = No)