

## 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?

<b>Expenses</b>	<b>Percent</b>	<b>Expenses</b>	<b>Percent</b>
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. <b>Apr.</b> <b>May</b> <b>Jun.</b> <b>Jul.</b> <b>Aug.</b> Sept. Oct. Nov. Dec.
Part-Time	34% (ave)	Jan. Feb. Mar. Apr. May <b>Jun.</b> <b>Jul.</b> <b>Aug.</b> <b>Sept.</b> Oct. Nov. Dec.
Seasonal	13% (ave)	Jan. Feb. Mar. Apr. May Jun. <b>Jul.</b> <b>Aug.</b> Sept. Oct. Nov. Dec.

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

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

<b>Feed Sources</b>	<b>On-Farm Sources</b>	<b>Off-Farm Sources</b>	<b>Date Generally Start Feeding</b>	<b>Date Generally Finish Feeding</b>
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.

<b>Classes</b>	<b>Owned</b>	<b># Months Owned</b>	<b># Months on Feed (hay, alfalfa, grain)</b>
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?

<b>Methods</b>	<b>Percent</b>	<b>Methods</b>	<b>Percent</b>
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?**

<b>Methods</b>	<b>Percent</b>	<b>Methods</b>	
<b>Percent</b>			
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?**

<b>Classes</b>	<b>Weights (lbs)</b>	<b>Date Typically Sold</b>
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%.

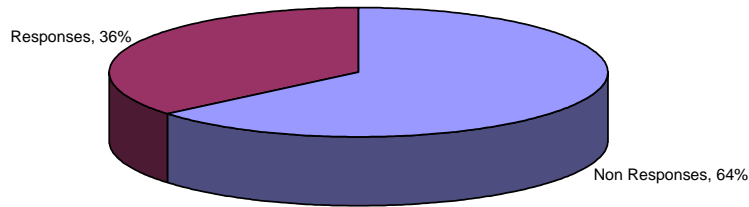


Figure 1. Survey Response Rate

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?**

	<b>Years</b>
<b>Average</b>	36
<b>Max</b>	74
<b>Min</b>	3
<b>Standard Deviation</b>	16.4
<b># of Responses</b>	108

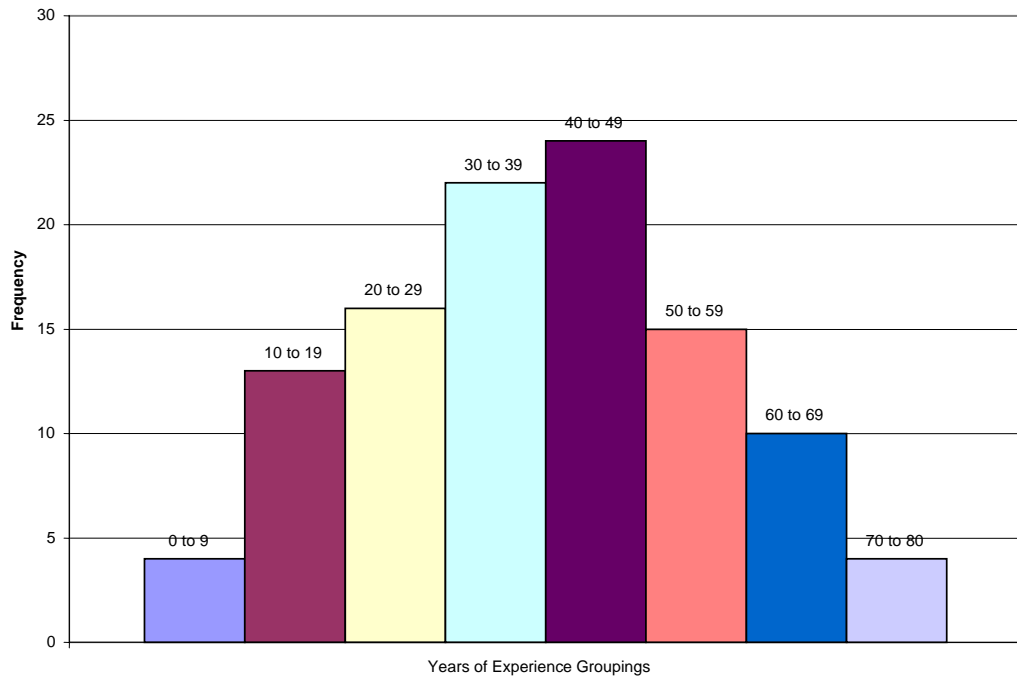


Figure 2. Years of Experience Raising Beef Cattle

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
<b>Average (%)</b>	74	28	75	5	74	10	28
<b>Max (%)</b>	100	50	96	5	100	10	100
<b>Min (%)</b>	0	12	25	5	3	10	5
<b>Standard Deviation</b>	33	16	29		31		41
<b># of Responses</b>	83	4	5	1	17	1	5
	Horses	Purebred	Commer cial	Stockers	Sheep	Other	
<b>Average (%)</b>	14	71	81	54		20	
<b>Max (%)</b>	50	100	100	100		40	
<b>Min (%)</b>	0	16	25	5		5	
<b>Standard Deviation</b>	15	38	38	39		18	
<b># of Responses</b>	14	7	4	6		3	

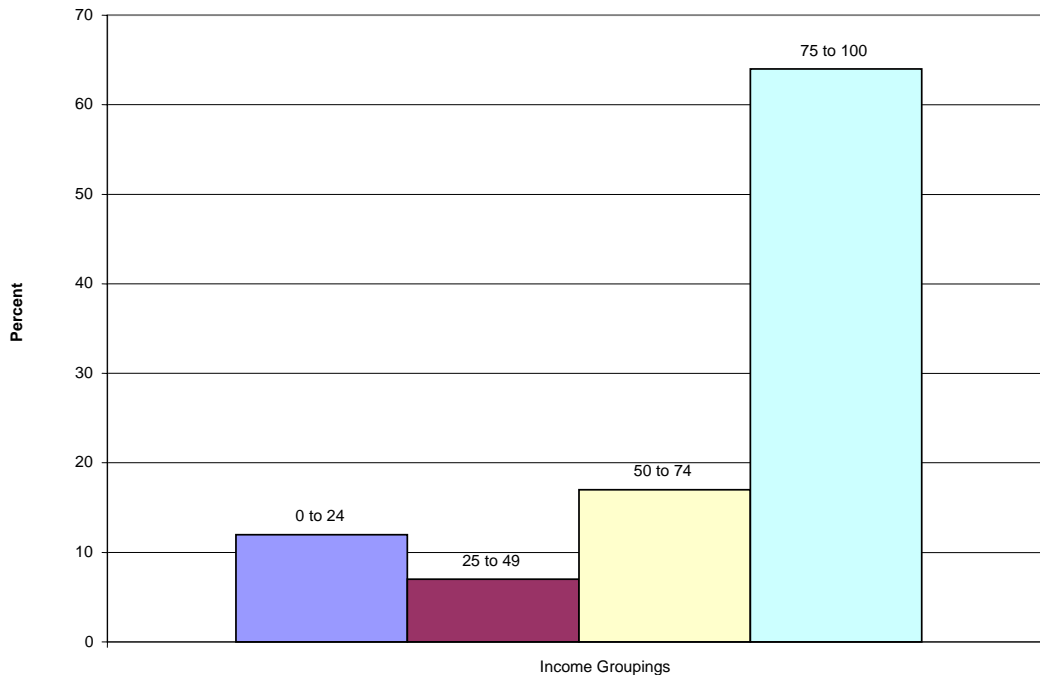


Figure 3a. Percent of Income from Cow/Calf Production



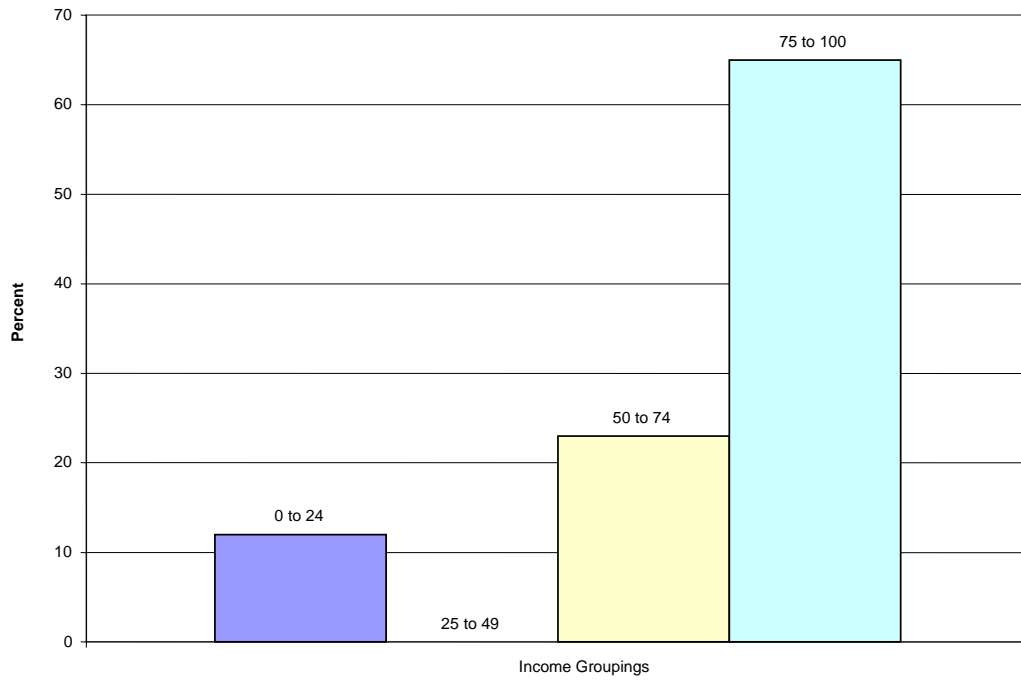


Figure 3b. Percent of Income from Cow-Yearling Production

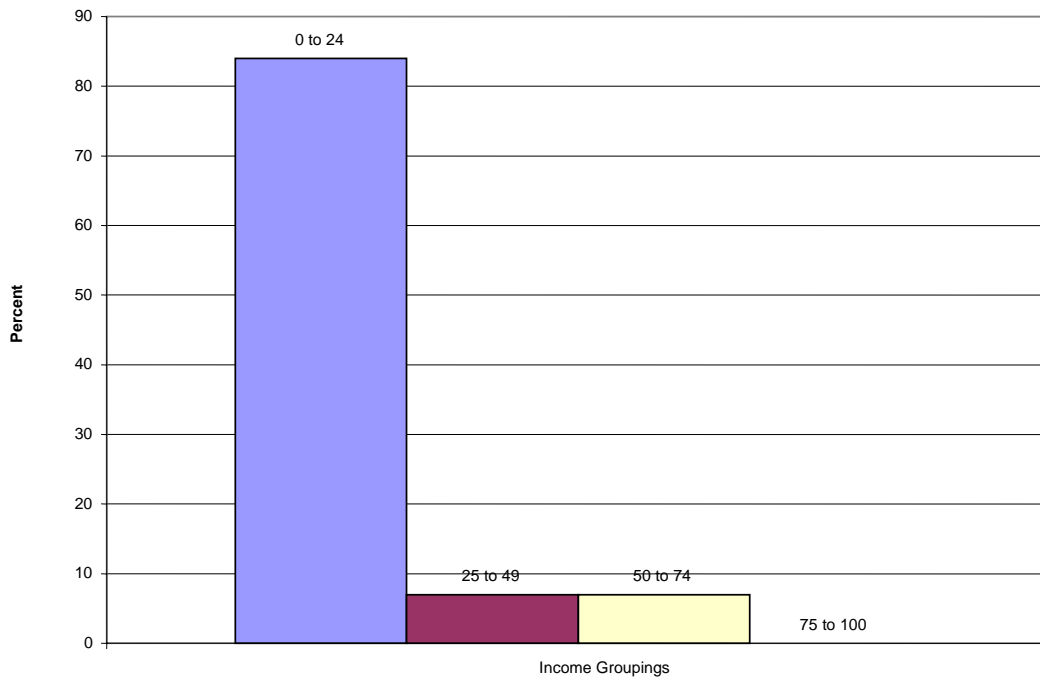


Figure 3c. Percent of Income from Horse Production

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

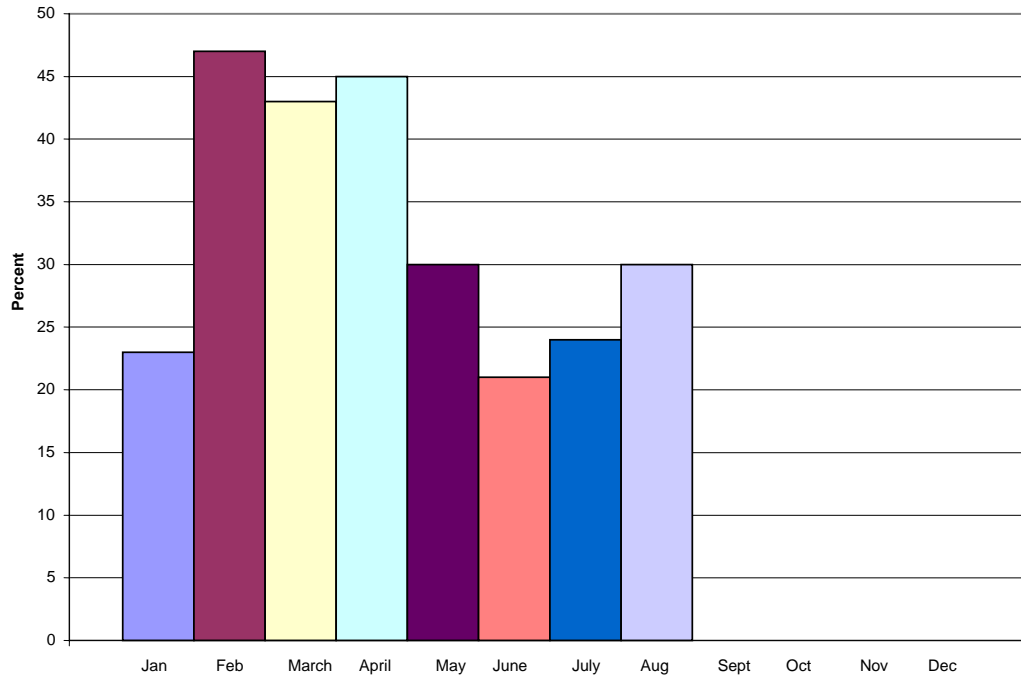


Figure 4a. Average Percent of Calving Occurring in Each Month

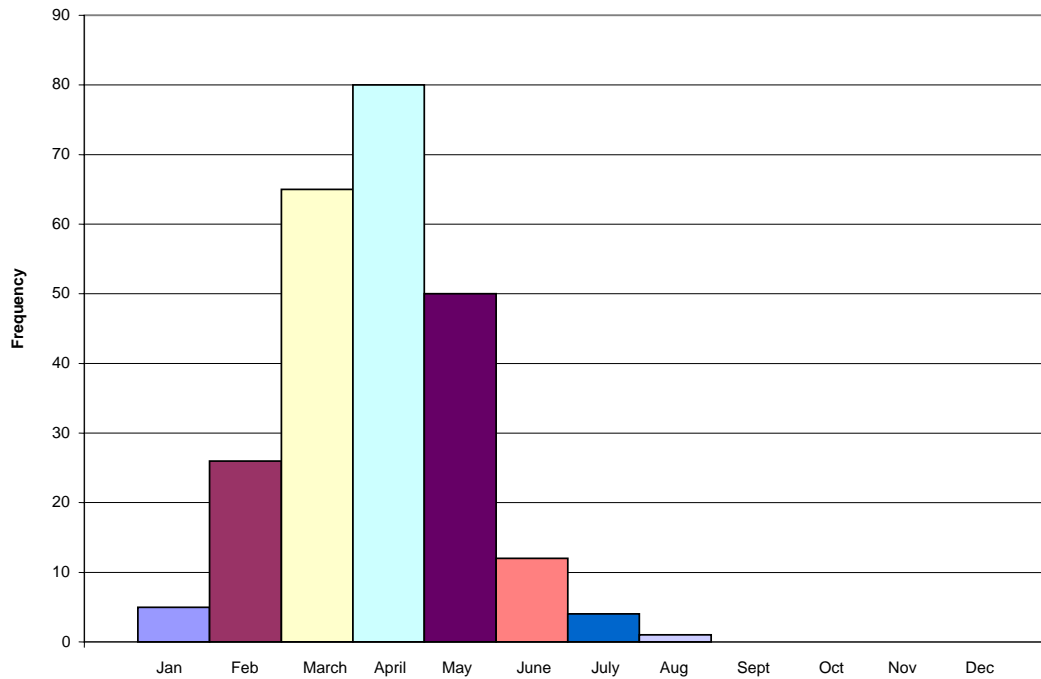


Figure 4b. Number of Respondents Calving in Each Month

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
<b>Average</b>	23	6	22	10	13	17
<b>Max</b>	90	70	80	45	35	70
<b>Min</b>	0	0	0	0	0	0
<b>Standard Deviation</b>	26	10	20	11	18	14
<b># of Responses</b>	56	82	58	48	34	79
	Feed Concentrates	Interest	Salt/ Mineral	Professional Services	Fertilizer, Chemicals, Seeds	Machinery Repair
<b>Average</b>	8	11	4	5	9	12

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

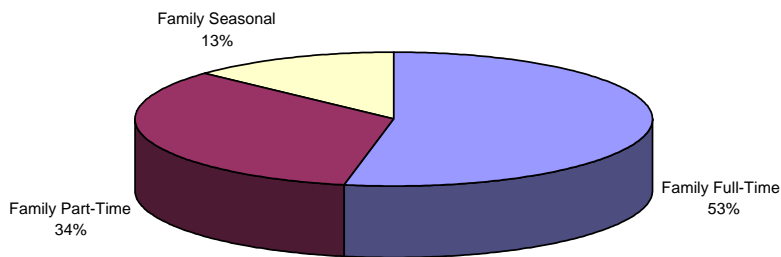


Figure 5. Additional Family Labor Employed (total of 89 responses)

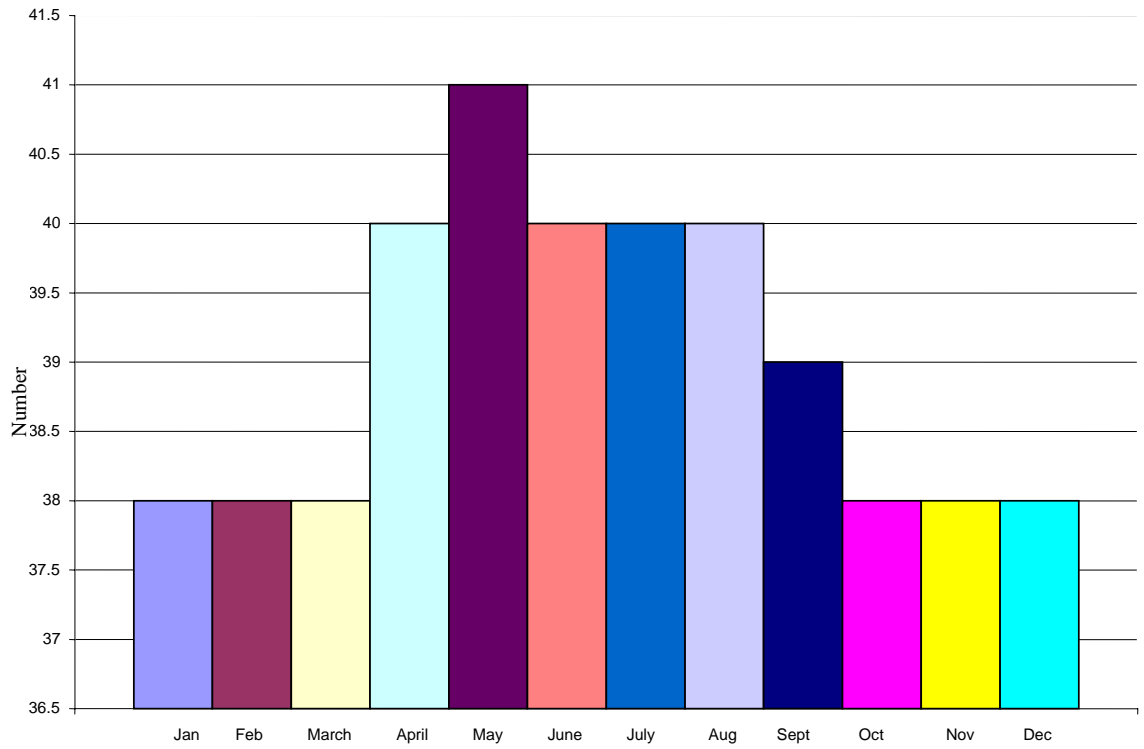


Figure 6a. Number of Respondents Who Employ Family Full-Time in Each Month of the Year

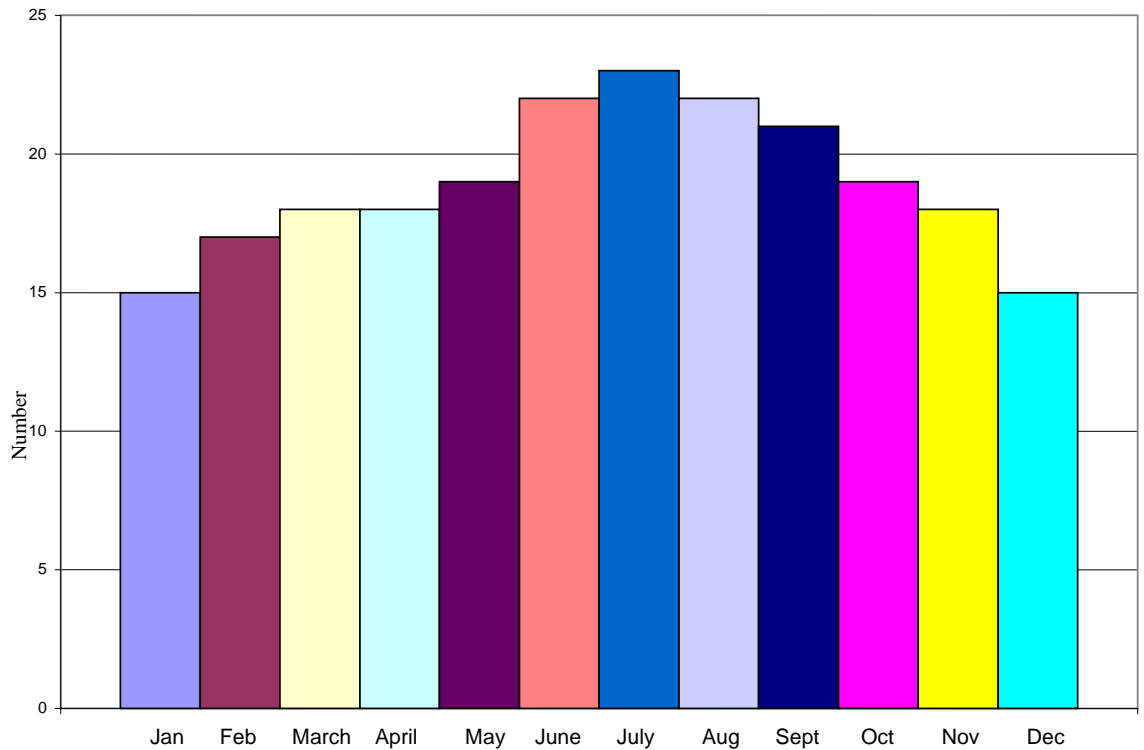


Figure 6b. Number of Respondents Who Employ Family Part-Time in Each Month of the Year

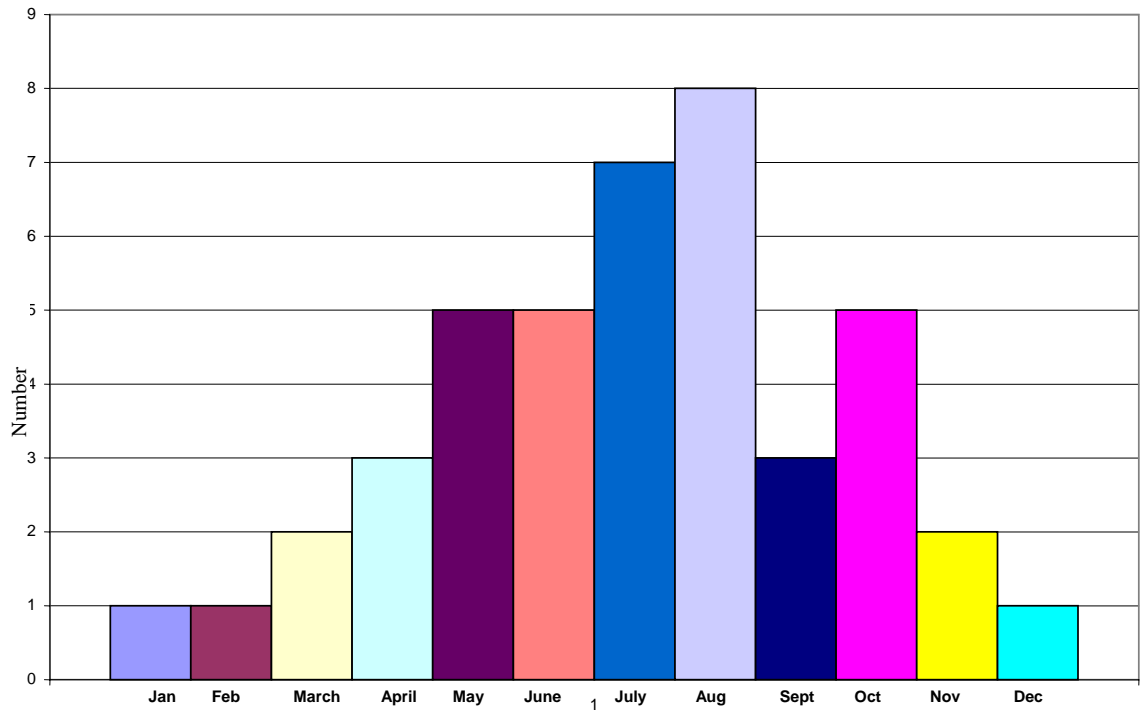


Figure 6c. Number of Respondents Who Employ Family Seasonal in Each Month of the Year

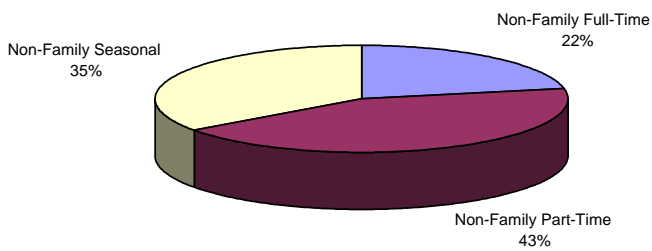


Figure 7. Non-family Labor Employed (total of 37 responses)

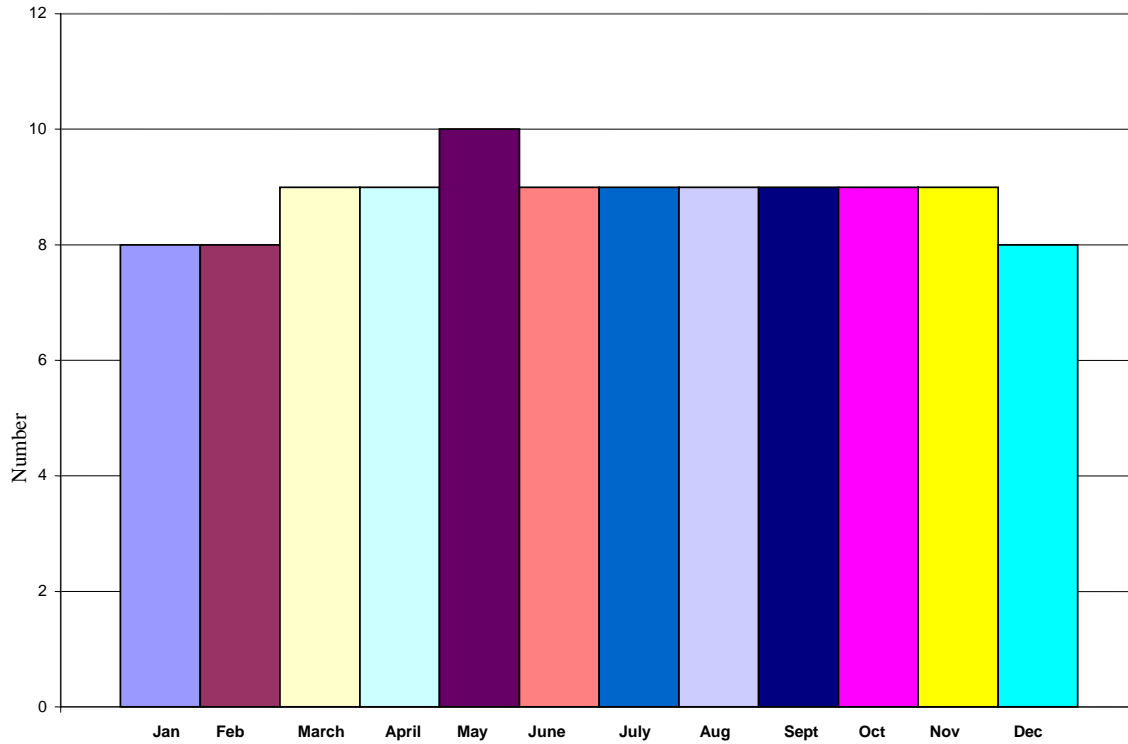


Figure 8a. Number of Respondents Who Employ Non-Family Full-Time in Each Month of the Year

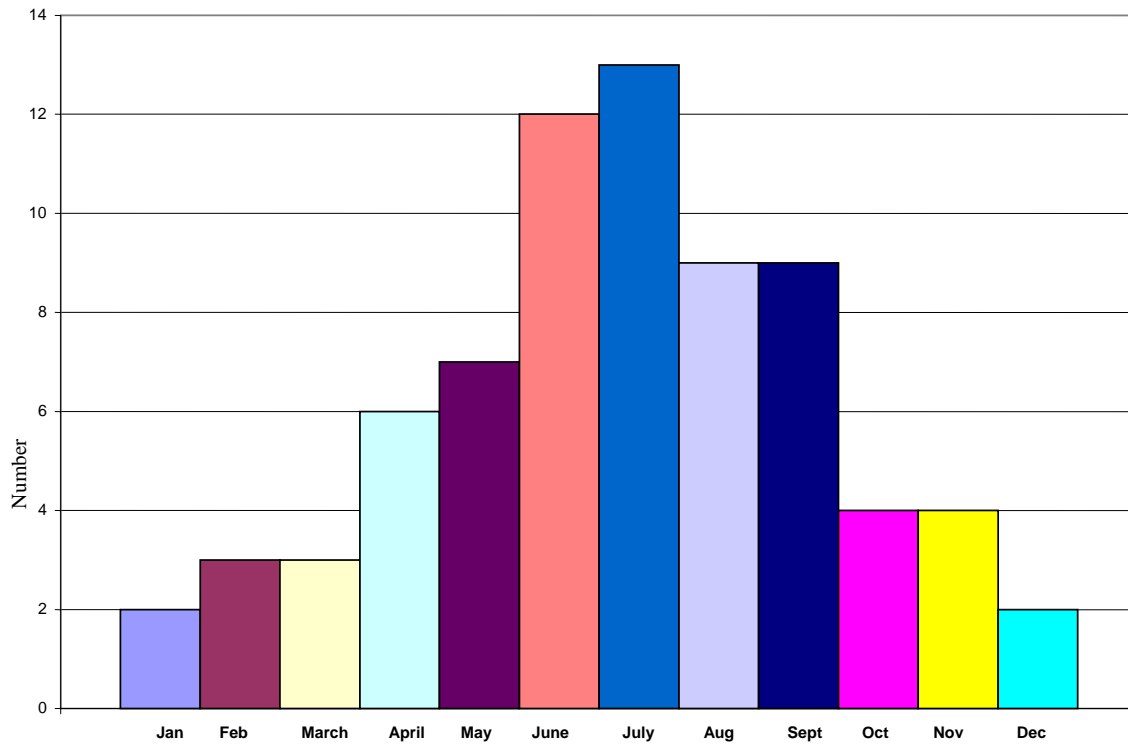


Figure 8b. Number of Respondents Who Employ Non-Family Part-Time in Each Month of the Year

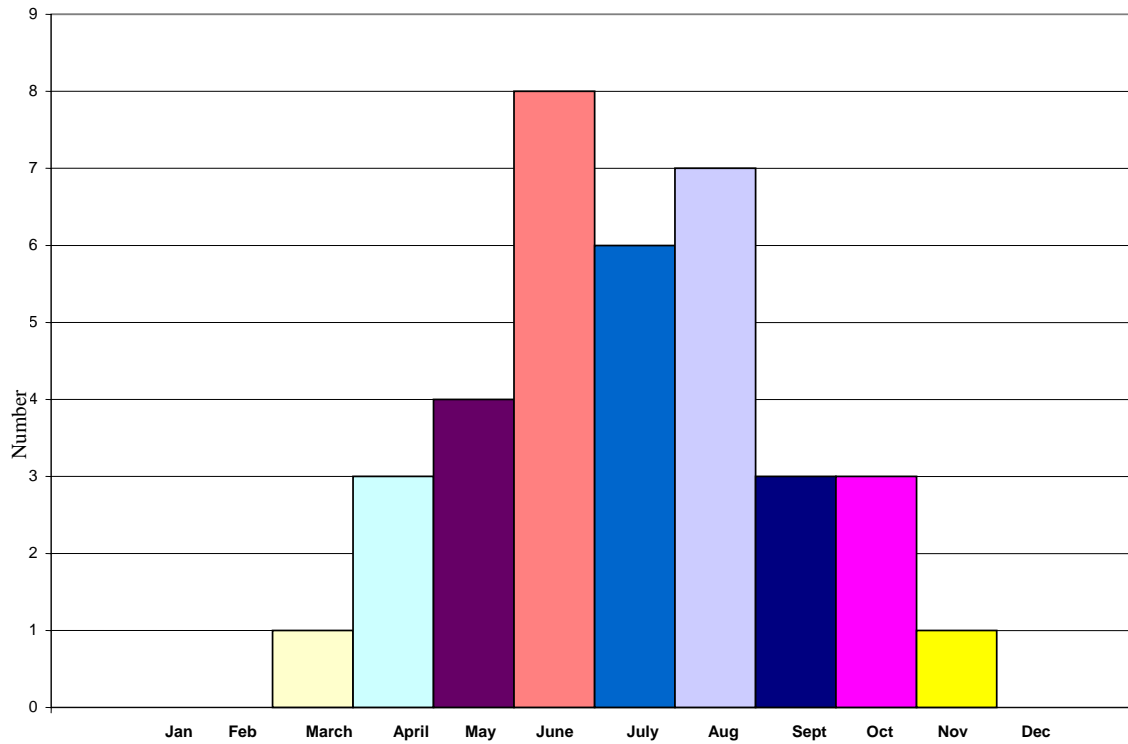


Figure 8c. Number of Respondents Who Employ Non-Family Seasonal in Each Month of the Year



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**

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

**Off-Farm Feed Sources**

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

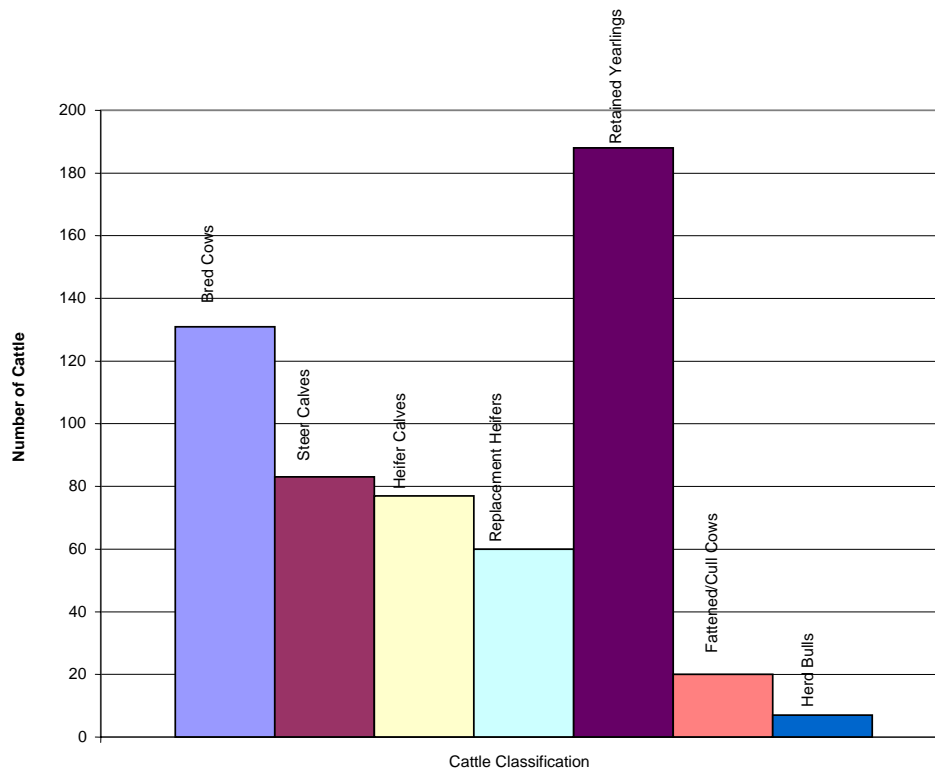


Figure 9. Average Number of Cattle Owned

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

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

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

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

**Table 6 (continued)**

	<b>Other</b>
<b>Ave</b>	5
<b>Max</b>	8
<b>Min</b>	3
<b>Standard Deviation</b>	2
<b># of Responses</b>	8

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

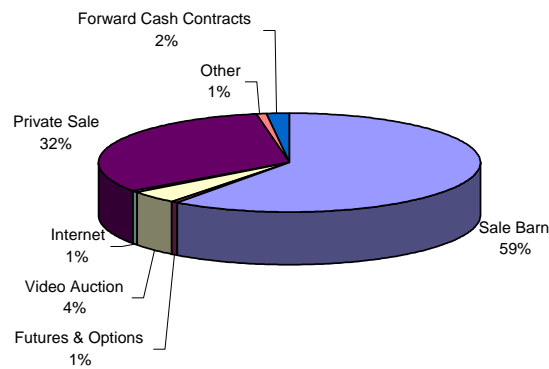


Figure 10. Percent of Respondents Indicated Method of Sale of Cattle (total response of 149)

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

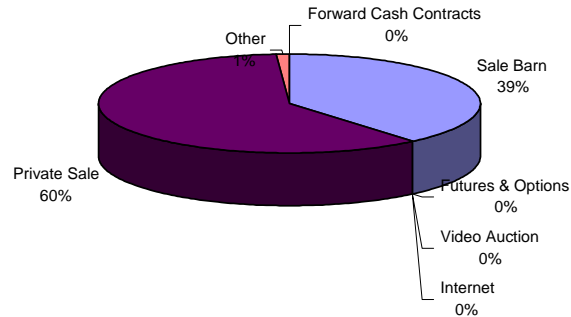


Figure 11. Percent of the Respondents Indicated Method of Purchase of Cattle (total response of 109)

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.

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

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

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

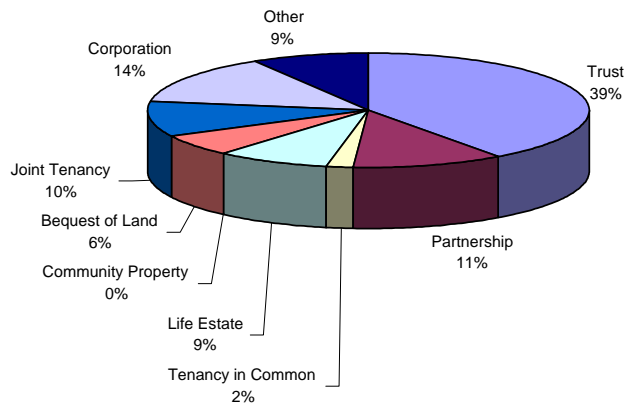


Figure 12. Percent of Respondents Intergenerational Succession Plans (total response of 93)