

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)**

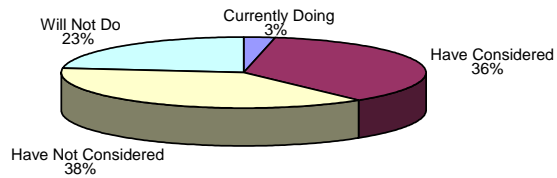


Figure 13a. Organic Beef (total response of 74)

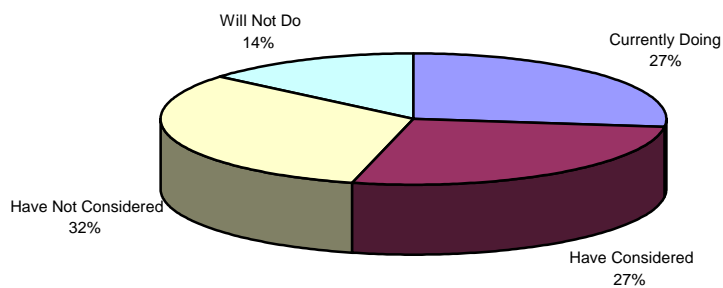


Figure 13b. Grass Fed Beef (total response of 78)

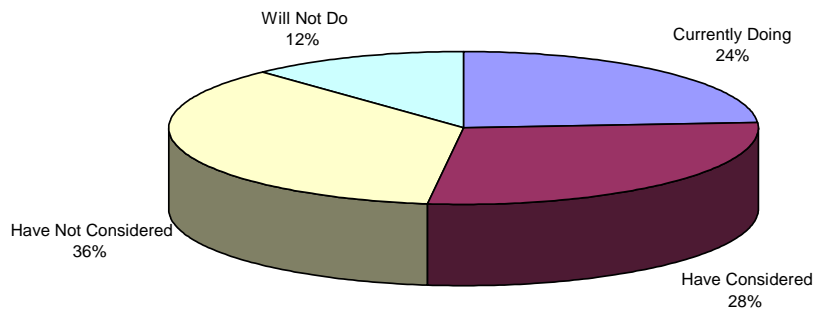


Figure 13c. Direct Customer Marketing (total response of 72)

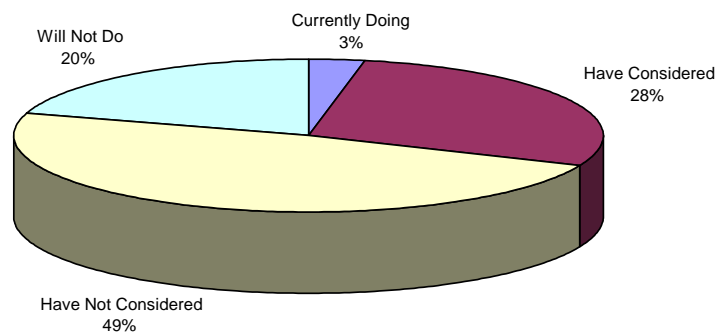


Figure 13d. Joining a Beef Cooperative (total response of 64)

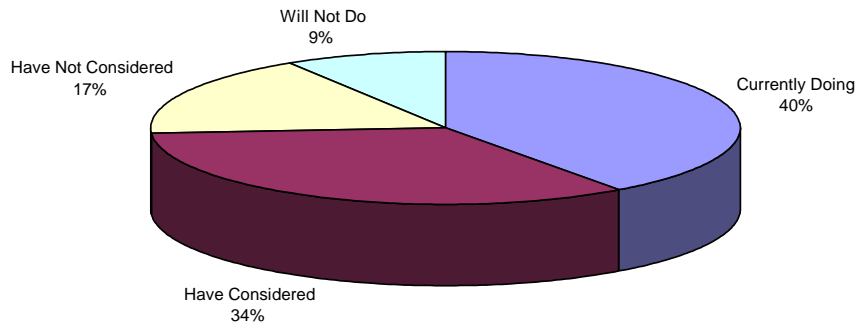


Figure 13e. ID System (total response of 65)

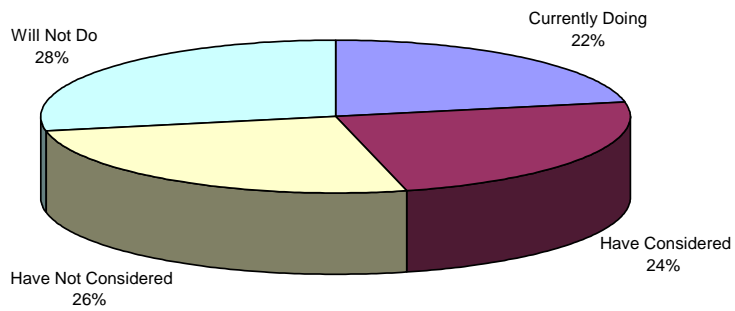


Figure 13f. Changing Calving Season (total response of 68)

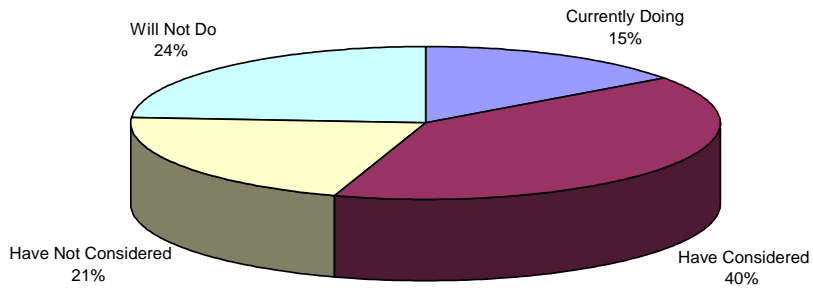


Figure 13g. Starting an Additional Enterprise (total response of 62)

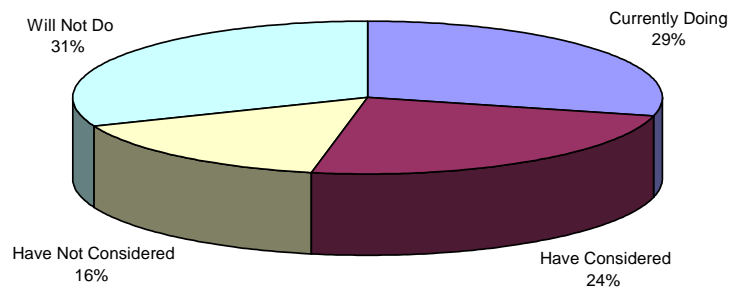


Figure 13h. Selling Recreation (total response of 75)

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)