

# Wyoming Beef Cattle Producers Survey

We would prefer the primary ranch operator complete this survey. Your voluntary and confidential participation in this survey is much appreciated. Please answer the following questions to the best of your ability. If you do not feel comfortable answering a question, please omit it and continue with the rest of the survey. No individual information will be released. Thank you.

**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 would like to know the characteristics and production practices used on your operation.

1. How much land in your ranch fits into the following categories, and is the land owned or leased?

Types of Land	Acres	Percent Owned	Percent Leased
Pastureland, Rangeland	110	111	112
Harvested Cropland for Grain	113	114	115
Harvested Cropland for Silage	116	117	118
Irrigated & Sub Irrigated Hay	119	120	121
Dry Land Hay	122	123	124
Other (specify) <span style="float: right;">125</span>	126	127	128
Forest Service	129		
BLM	130		
State Lands	131		

2. What percentage of your annual gross sales comes from each type of ranch enterprise/practice? (Percentages must total to 100%).

Percent	Percent	Percent	Percent
Cow/Calf <span style="float: right;">140</span>	Back-grounding <span style="float: right;">141</span>	Feedlot <span style="float: right;">142</span>	Sheep <span style="float: right;">143</span>
Cow-Yearling <span style="float: right;">144</span>	Club-calves <span style="float: right;">145</span>	Replacement Heifers <span style="float: right;">146</span>	Horses <span style="float: right;">147</span>
Buffalo <span style="float: right;">148</span>	Goats <span style="float: right;">149</span>	Dairy Cattle <span style="float: right;">150</span>	Hogs <span style="float: right;">151</span>
Other (specify) <span style="float: right;">152</span>			<span style="float: right;">153</span>

3. What percentage of calving occurs during each month? (Percentages must total 100%)

Percent	Percent	Percent	Percent
Jan. <span style="float: right;">160</span>	April <span style="float: right;">161</span>	July <span style="float: right;">162</span>	Oct. <span style="float: right;">163</span>
Feb. <span style="float: right;">164</span>	May <span style="float: right;">165</span>	Aug. <span style="float: right;">166</span>	Nov. <span style="float: right;">167</span>
March <span style="float: right;">168</span>	June <span style="float: right;">169</span>	Sept. <span style="float: right;">170</span>	Dec. <span style="float: right;">171</span>

4. What percentage of weaning occurs during each month? (Percentages must total 100%)

Percent		Percent		Percent		Percent	
Jan.	172	April	173	July	174	Oct.	175
Feb.	176	May	177	Aug.	178	Nov.	179
March	180	June	181	Sept.	182	Dec.	183

5. Which herd management techniques do you practice for most of the herd each year (Please check all that apply)?

Practice	Practice		
Vaccinate	190	Animal ID System	191
Deworm	192	Body Condition Scoring	193
Insect Control	194	Pregnancy Check	195
Implant	196	Breeding Soundness Exam	197
Dehorn	198	Artificial Insemination	199
Castrate	200	Veterinarian Consultation	201
Other (specify) 202	203		

6. In a typical year what percentage of the total ranch expenses are due to the following? (Percentages must total 100%)

Expenses	Percent	Expenses	Percent
Purchased Livestock	210	Veterinarian/Health Supplies	211
Alfalfa Hay	212	Labor-hired/Contract labor	213
Grain (corn, barley, oats)	214	Diesel, Gasoline, Natural Gas Fuels	215
Feed Concentrates	216	Interest Expense	217
Salt & Mineral	218	Professional Services	219
Fertilizer, Chemicals, Seeds	220	Machinery Repair Services	221
Other (specify) 222	223		

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

Family	Number Employed	Circle the Months the Part-time/Seasonal Labor are Employed												
		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sept.	Oct.	Nov.	Dec.	All
Year – round	230	231	232	233	234	235	236	237	238	239	240	241	242	243
Part-Time or seasonal	244	245	246	247	248	249	250	251	252	253	254	255	256	257

Non-Family	Number Employed	Circle the Months the Part-time/Seasonal Labor are Employed												
		Jan.	Feb.	Mar.	Apr.	May	Jun.	Jul.	Aug.	Sept.	Oct.	Nov.	Dec.	All
Year – round	260	261	262	263	264	265	266	267	268	269	270	271	272	273
Part-Time or seasonal	274	275	276	277	278	279	280	281	282	283	284	285	286	287

8. 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? (Please include the month you start and finish feeding)

Feed Sources	On-Farm Sources	Off-Farm Sources	Month Usually Start Feeding (1 – 12)	Month Usually Finish Feeding (1 – 12)
Grass Hay, Other Hay (tons)	290	291	292	293
Alfalfa (tons)	294	295	296	297
Protein Supplement (tons)	298	299	300	301
Concentrates (tons)	302	303	304	305
Corn Stalks/Stubble (acres)	306	307	308	309
Other Crop Aftermath (acres)	310	311	312	313
All Grain (bushels)	314	315	316	317
Other (specify) 318	319	320	321	322

9. Please indicate the peak number of livestock typically owned, and the months they are fed on raised or purchased feed other than pasture grass during a typical year. (If owned all year, please indicate with a 12)

Classes	# Owned	# Months Owned	# Months on Feed (hay, alfalfa, grain)
Bred Cows	330	331	332
Steer Calves	333	334	335
Heifer Calves	336	337	338
Replacement Heifers	339	340	341
Retained Yearlings	342	343	344
Fattened Cows	345	346	347
Herd Bulls	348	349	350
Horses	351	352	353
Other (specify) 354	355	356	357

10. What percentage of your calves are sold using the following methods? (Percentages must total 100%)

Methods	Percent	Methods	Percent
Sale Barn	360	Retained slaughter steers/heifers – Sold as live animals	361
Video Auction	362	Retained slaughter steers/heifers – Sold on grid/in the meat	363
Private Sale/Treaty to Buyer	364	Retained steers/heifers – Sold directly to consumers as grass fed beef or natural beef	365
Forward Cash Contracts	366	Retained steers/heifers – Sold directly to consumers as certified organic beef	367
Futures & Options	368	Other (specify) 369	370
Website listing	371		

11. What are the typical sale weights/maintenance weights of each class of cattle on your operation, and in what month(s) are they most typically sold? (Please indicate the weight and month)

Classes	Weights (lbs)	Month Typically Sold (1-12)
Weaned Steer Calves	380	381
Weaned Heifer Calves	382	383
Backgrounded Calves	384	385
Long Yearlings	386	387
Finished Cattle	388	389
Replacement Heifers	390	391
Bred Cows	392	393
Fattened Cows	394	395
Herd Bulls	396	397
Other (specify) 398	399	400

12. What percentage of purchased cattle are acquired using the following methods?  
(Percentages must total 100%)

Methods	Percent	Methods	Percent
Sale Barn	410	Website listing	411
Video Auction	412	Other (Specify) 413	414
Private Sale/Treaty	415		
Forward Cash Contracts	416		

**Part B. Other Production and Marketing Practices**

The following questions are designed to understand your use of and opinions about a number of different practices. We would like to know if you have considered the following:

13. Do you currently retain ownership of your calves into an off-farm feedlot?  
(Check appropriate response)

Yes  No (Skip to 15.)

14. If you checked “yes” to question 13, where are the retained calves fed, and how far away from home are they? (Check appropriate response and fill in number of miles)

In State  Out of State  
 Miles Away from Home  Miles Away from Home

15. If you checked “no” to question 13, would you consider retaining calves into an off-farm feedlot?  
(Check appropriate response)

Yes  No

16. If you checked “yes” to question 15, where would you prefer to feed these calves, and how far away from home would you prefer they be? (Check appropriate response and fill in number of miles)

In State  Out of State  
 Miles Away from Home  Miles Away from Home

17. How many head would you direct market to consumers across state lines if a USDA inspected processor was available? (Enter the number of head)

450
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18. Have you considered or are you currently doing any of the following practices? (Check the most appropriate response for each practice)

Practice	Currently Doing	Have Considered	Have Not Considered	Will Not Do
Organic Beef (USDA Certified)	460	461	462	463
Grass Fed/Natural Beef	464	465	466	467
Direct Customer Marketing	468	469	470	471
Joining a Beef Cooperative/Alliance	472	473	474	475
National Individual Animal Identification System	476	477	478	479
Changing to Different Calving Season	480	481	482	483
Starting an Additional Enterprise	484	485	486	487
Selling Recreation (fishing, hunting, camping, etc.)	488	489	490	491
Working off-farm/ranch	492	493	494	495
Sagebrush cover reduces forage yields on the privately owned lands that you ranch.	496	497	498	499
Sagebrush cover reduces forage yields on the public lands that you ranch.	500	501	502	503
Endangered wildlife and possible habitat destruction are a concern for you in controlling sagebrush on your ranch.	504	505	506	507
The presence of cheat grass affects your sagebrush management decisions.	508	509	510	511
Other (describe) <span style="float: right;">512</span>	513	514	515	516

19. Please circle the answer that best indicates your level of agreement/disagreement with the following statements about future changes that may occur in the beef industry or your operation.

	Strongly Disagree (1) – Strongly Agree (5)				
	1	2	3	4	5
A mandated cattle identification system is needed.					517
Government restrictions on the use of antibiotics, growth implants, and vaccinations are necessary.					518
Beef consumers are willing to pay a price premium for organic, grass fed, and origin identified beef.					519
A drought contingency plan is important for beef producers in Wyoming.					520
BSE (mad cow disease) will have a big impact on the beef industry in the future.					521
Brucellosis will have a big impact on the beef industry in the future.					522
I need to consider alternative enterprises to stay in business.					523
I need to learn more about marketing alternatives to stay in business.					524
I need assistance in approaching/assessing alternative markets for my cattle.					525

I need to learn more about retained ownership, alliances, and forward pricing to become more competitive.	1	2	3	4	5
I need to learn more about alternative production practices and alternative risk management strategies for my current enterprises to stay in business.	1	2	3	4	5
Government subsidies to ranchers/farmers will be reduced or eliminated in the future.	1	2	3	4	5
Livestock grazing on federal land will be reduced or eliminated in the future.	1	2	3	4	5

**Part C. Drought and Sagebrush Management**

20. How many consecutive years was/has your operation been negatively impacted by the most recent drought?

530

Years

21. Please indicate changes experienced each year as a result of the most recent drought compared to normal year. (Please indicate percent impact for the appropriate year for each area affected in your operation; indicate no impact by entering 0)

Changes Experienced	YEAR				
	2000	2001	2002	2003	2004
Grazing capacity % reduction compared to a normal year.	540	541	542	543	544
Irrigation water supplies % reduction compared to a normal year.	545	546	547	548	549
Winter feed production % reduction compared to a normal year.	550	551	552	553	554
Average sale weights % reduction compared to a normal year.	555	556	557	558	559
Percent weaned % reduction compared to a normal year.	560	561	562	563	564
Owner equity % reduction in compared to a normal year.	565	566	567	568	569
Other (specify and list by year) <span style="float: right;">570</span>	571	572	573	574	575

22. What strategies did you use to deal with drought during each year it affected your operation (Check all that apply in every year)?

Strategy	YEAR				
	2000	2001	2002	2003	2004
Partial herd liquidation	580	581	582	583	584
Total herd liquidation	585	586	587	588	589
Selling retained yearlings	590	591	592	593	594
Lease/purchase additional grazing	595	596	597	598	599
Purchase additional winter feed	600	601	602	603	604
Early weaning of calves to reduce feed needs	605	606	607	608	609
Participated in government feed assistance program	610	611	612	613	614
Participated in government income assistance program	615	616	617	618	619
Earn off-farm income	620	621	622	623	624
Added alternative livestock enterprise	625	626	627	628	629
Added alternative crop enterprise	630	631	632	633	634
Other	635	636	637	638	639
If you checked other, please describe:	640				

23. If you liquidated part, or all, of your herd did you use income averaging to reduce income tax liability associated with increased income from liquidation sale with the hope of replacements being purchased within 24 months? (Check appropriate response)

No  Yes

24. If you liquidated part, or all of your herd, have you replaced them with purchased breeding livestock to pre-drought levels? (Check appropriate response)

No  Yes  
(skip to Q. 26)

25. If you answered yes to question 24, what was the breakdown of the type of breeding livestock purchased? (Percentages must total 100%)

Type of Breeding Livestock	Percent of Total Purchased
Heifers	<input type="text" value="660"/>
Bred Heifers	<input type="text" value="661"/>
Mature Cows	<input type="text" value="662"/>
Bred Cows	<input type="text" value="663"/>

26. Please indicate the total number of acres on your ranch that have the following abundance of sagebrush. (Please write number of acres within each box)

	None	Light	Moderate	Abundant	Heavy
Privately owned lands	<input type="text" value="670"/>	<input type="text" value="671"/>	<input type="text" value="672"/>	<input type="text" value="673"/>	<input type="text" value="674"/>
Public lands	<input type="text" value="675"/>	<input type="text" value="676"/>	<input type="text" value="677"/>	<input type="text" value="678"/>	<input type="text" value="679"/>

27. Please check which methods you use to control sagebrush on your ranch.

Burning  Herbicide  Other (please indicate method)

28. If you control sagebrush using burning, please answer the following.

	Private Lands	Public Lands
How long after burning do you wait to put cattle back on the burned area? (years)	<input type="text" value="690"/>	<input type="text" value="691"/>
What is the typical size of your burn? (acres)	<input type="text" value="692"/>	<input type="text" value="693"/>

**Part D. 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.

29. What is your mailing zip code?

30. At what elevation is your ranch located (approximately)? (Feet above sea level)

31. Please indicate the gender of the primary operator. (Check the most appropriate response)

Male  <sup>902</sup> Female  <sup>903</sup>

32. Please indicate primary operator's current age (Check appropriate category):

25-34	<input type="checkbox"/> <sup>910</sup>	45-49	<input type="checkbox"/> <sup>911</sup>	55-59	<input type="checkbox"/> <sup>912</sup>	65-69	<input type="checkbox"/> <sup>913</sup>
35-44	<input type="checkbox"/> <sup>914</sup>	50-54	<input type="checkbox"/> <sup>915</sup>	60-64	<input type="checkbox"/> <sup>916</sup>	70 or older	<input type="checkbox"/> <sup>917</sup>

33. Please indicate primary operator's highest level of education (Check most appropriate category):

High School	<input type="checkbox"/> <sup>920</sup>	Technical/Vocational Degree	<input type="checkbox"/> <sup>921</sup>	Some Graduate Education	<input type="checkbox"/> <sup>922</sup>
Some College	<input type="checkbox"/> <sup>923</sup>	Bachelors Degree	<input type="checkbox"/> <sup>924</sup>	Graduate Degree	<input type="checkbox"/> <sup>925</sup>

34. How many years of experience do you have raising beef cattle?  
(Please indicate # of years)

<sup>926</sup>

35. Are you or your spouse employed off farm?  
(Check if employed off farm, even if only part time)

<sup>930</sup> Self  <sup>931</sup> Spouse

36. What percentage of your household income comes from ranching or farming?

<sup>932</sup>

37. Please indicate last year's annual gross ranch sales. (Please check most appropriate category)

Less than \$1,000	<input type="checkbox"/> <sup>940</sup>	\$1,000 – 4,999	<input type="checkbox"/> <sup>941</sup>	\$5,000 – 9,999	<input type="checkbox"/> <sup>942</sup>
\$10,000 – 24,999	<input type="checkbox"/> <sup>943</sup>	\$25,000 – 49,999	<input type="checkbox"/> <sup>944</sup>	\$50,000 – 99,999	<input type="checkbox"/> <sup>945</sup>
\$100,000 – 249,999	<input type="checkbox"/> <sup>946</sup>	\$250,000 – 500,000	<input type="checkbox"/> <sup>947</sup>	over \$500,000	<input type="checkbox"/> <sup>948</sup>

38. 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 yes, please sign and date below. Thank you.

Signature \_\_\_\_\_ Date \_\_\_\_\_

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

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