



Kansas Cow-Calf Production

Kansas Farm Management Association
Cow-Calf Management Data Collection:
2019 & 2020 Survey



Hannah E. Shear, Oklahoma State University
Dustin L. Pendell, Kansas State University
Kevin Herbel, Kansas State University

Overview

- KFMA Data
- Efficiency Estimation
- Survey Update
- Survey Results
- Q & A



- Individual/on-farm data
- Enterprise Data
- State Profit Thirds

2019 Data - Kansas Enterprise Summary		Kansas ProfitLink Association			Difference Between High and Low	
		Annual ProfitLink Summary				
		BEEF COWS - CALVES				
		PROFIT CATEGORY (per Cow)				
		High 1/3	Mid 1/3	Low 1/3	\$	%
Number of Farms		35	26	36		
Number of Cows in Herd		187	103	92	95	104%
Number of Calves Sold		335	82	85	85	94%
Avg Weight of Calves Sold		572	593	567	6%	1%
Calves Sales Price / CWT		155.89	140.57	154.55	15%	10%
GROSS INCOME		\$756.10	\$675.68	\$594.97	\$153.29	23%
EXPENSE						
Labor (wage)		37.80	27.99	30.04	7.88	-20%
General Machinery Repairs		40.56	71.49	74.40	-33.60	-45%
Interest Paid		20.20	18.53	40.73	-26.53	-57%
Gas, Fuel, Oil		19.68	27.27	31.47	-30.38	-30%
Auto Expense		0.93	1.84	0.75	-0.21	-29%
Fees, Publications, Travel		4.54	4.60	3.02	2.93	39%
Personal Property Tax		3.67	3.05	3.82	-0.18	-5%
General Farm Insurance		9.12	14.00	20.14	-11.85	-58%
Utilities		10.27	17.62	17.84	-7.67	-43%
Indirect Expenses		\$148.05	\$186.21	\$232.17	\$(88.12)	-37%
Feed		245.17	320.17	489.31	\$(244.14)	-59%
Pasture		178.05	164.70	158.42	-12.57	-7%
Fence, Post-and-Rails		4.88	3.95	1.65	3.74	100%
Vet Medicines/Drugs		37.61	36.16	47.35	-9.74	-21%
Misc Livestock Expense		17.96	26.88	26.88	-8.92	-33%
Cash Building Rent		0.00	0.00	0.00	-0.06	-100%
Direct Expense		\$481.48	\$556.94	\$753.87	\$(272.19)	-38%
Total Available Cash		\$266.62	\$474.66	\$341.04	\$237.60	44%
Net Return		\$107.56	\$(74.55)	\$(339.17)	\$496.73	+120%
Feed		33.73	50.98	81.98	-27.36	-46%
Pasture		12.74	11.50	11.50	-0.76	-6%
Misc Livestock		118.64	174.50	184.52	-65.87	-38%
Vet Medicines/Drugs		134.22	145.12	132.36	1.85	1%
Fence, Post-and-Rails		3299.34	3387.03	3366.63	\$(70.49)	-99%
Net Return		\$397.87	\$1,132.19	\$1,556.87	\$(428.00)	-32%
(\$189.78)		(\$649.42)	(\$758.00)	\$897.23		
(\$36.53)		(\$259.53)	(\$564.44)	\$526.91		
		421.22	494.87	677.93	-256.71	-38%
		500.65	637.32	677.94	-177.29	-35%

2020	Sells Calves		Sells Feeders	
	n= 72		n=111	
Variable	Mean	Std. Dev.	Mean	Std. Dev.
Number of Cows per Farm	132.8	94.1	155.1	125.9
Gross Income per Cow ^a	791.4	156.7	937.6	151.8
Feed Costs per Cow ^a	499.6	133.1	639.2	129.8
Labor Costs per Cow ^a	22.4	35.3	25.2	33.2
Utilities and Fuel per Cow ^a	29.2	17.8	31.3	21.2
Veterinary Expenses per Cow ^a	37.6	23.1	55.0	29.9
Net Income per Cow ^a	-129.1	213.0	-192.6	282.7
^a variable is in unit of dollars per cow				

Efficiency Results

- Relative Efficiency
- 1 = Efficient
- State Profit Thirds –
 - Feed and Labor is where producers should focus.

But you already knew that... so...

		2020	
		N = 72	N = 111
Efficiency Measure		Calves	Feeders
Technical	Mean	0.840	0.830
	SD	0.145	0.135
	Efficient Firms	29.2%	16.2%
Allocative	Mean	0.828	0.849
	SD	0.118	0.184
	Efficient Firms	4.2%	1.8%
Scale	Mean	0.841	0.814
	SD	0.122	0.115
	Efficient Firms	1.4%	0.9%

Cow-Calf Management Survey

- KFMA members
- 300+ responses in 2018 (first survey)
- 200+ responses in 2019
- 66 responses in 2020



Summary by REGION

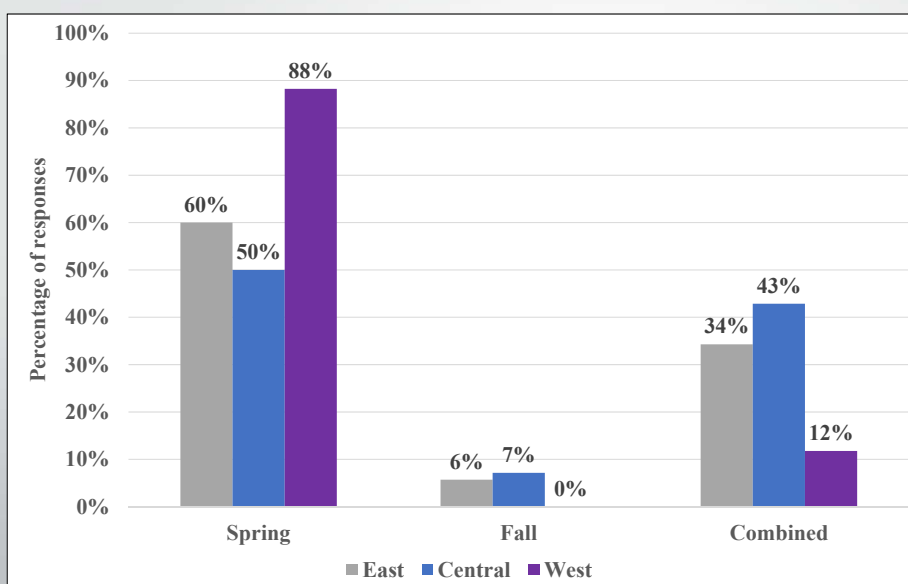
17 **42** **35**
WEST **CENTRAL** **EAST**

RESPONDANTS BY REGION

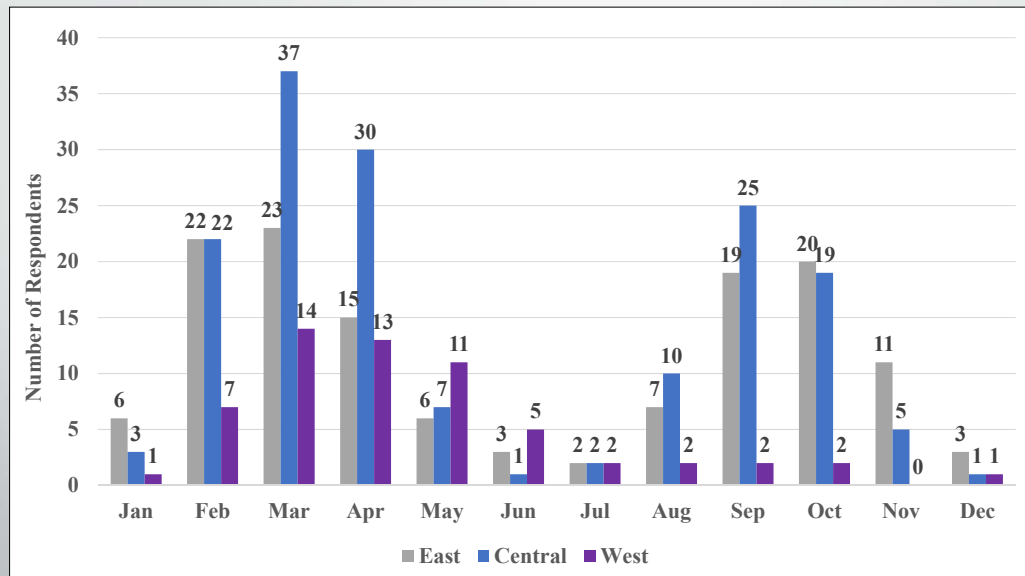


WEST - 208
CENTRAL - 117
EAST - 176
AVERAGE HERD SIZE
BY REGION

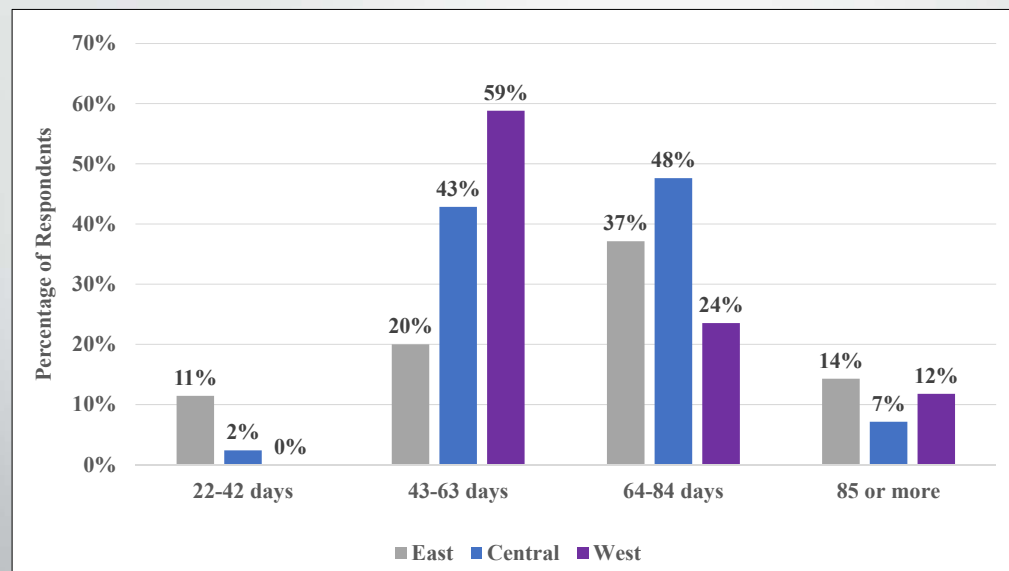
Calving Season



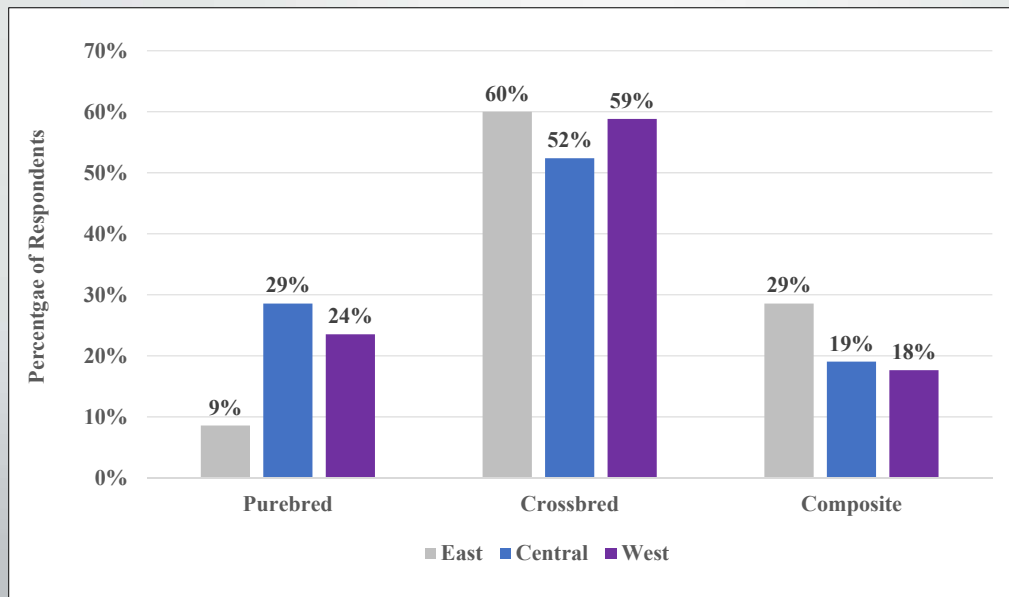
Calving Months



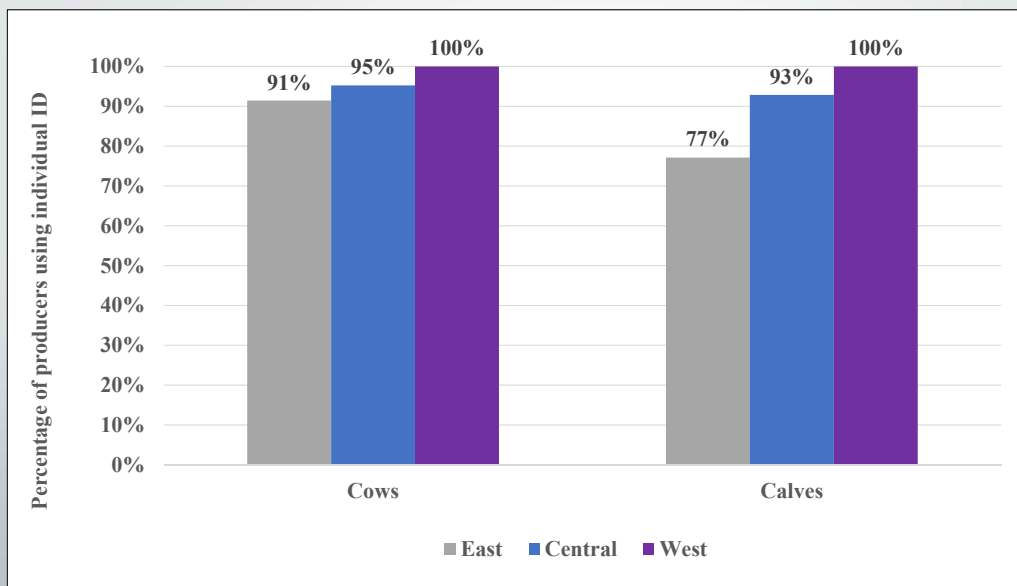
Estrous Length/Cycles



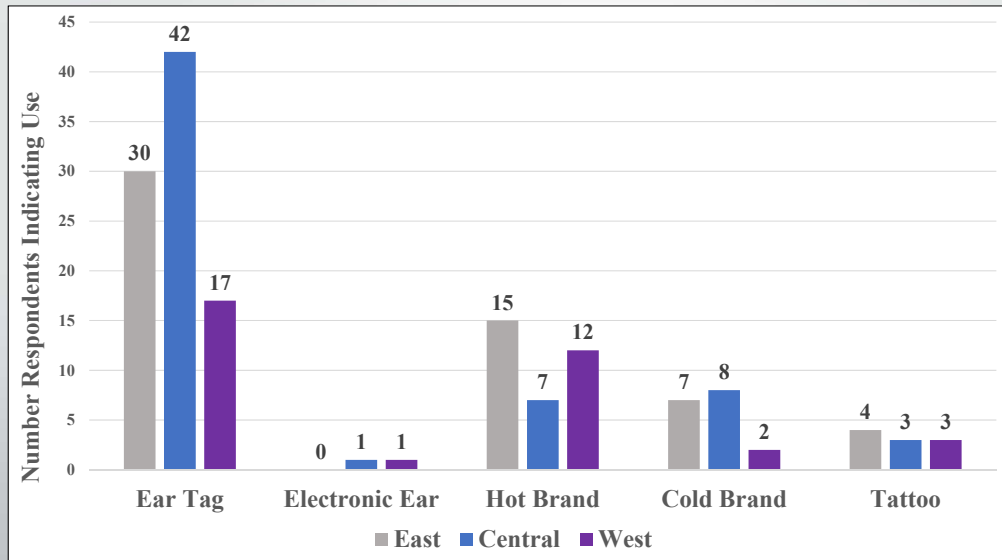
Herd Breed



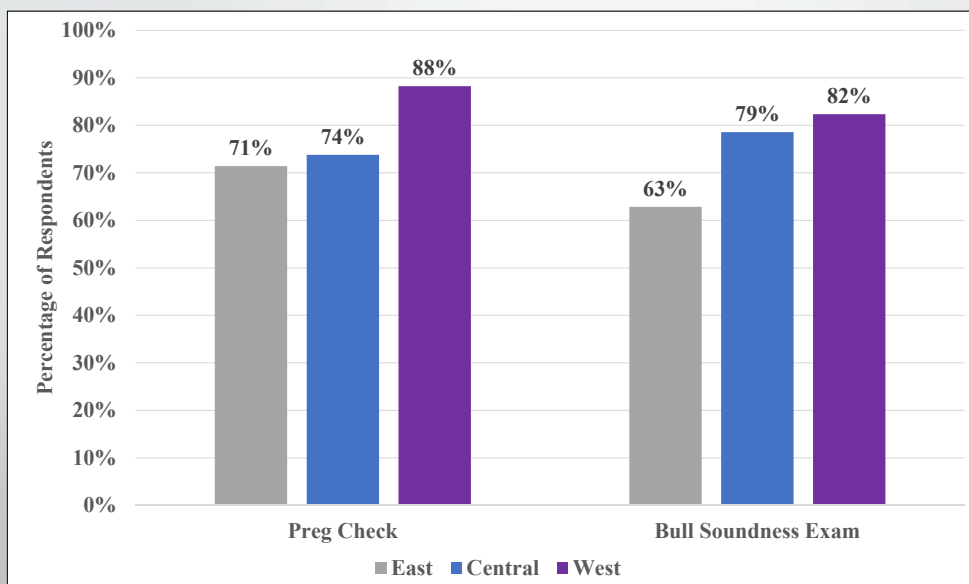
Individual Identification



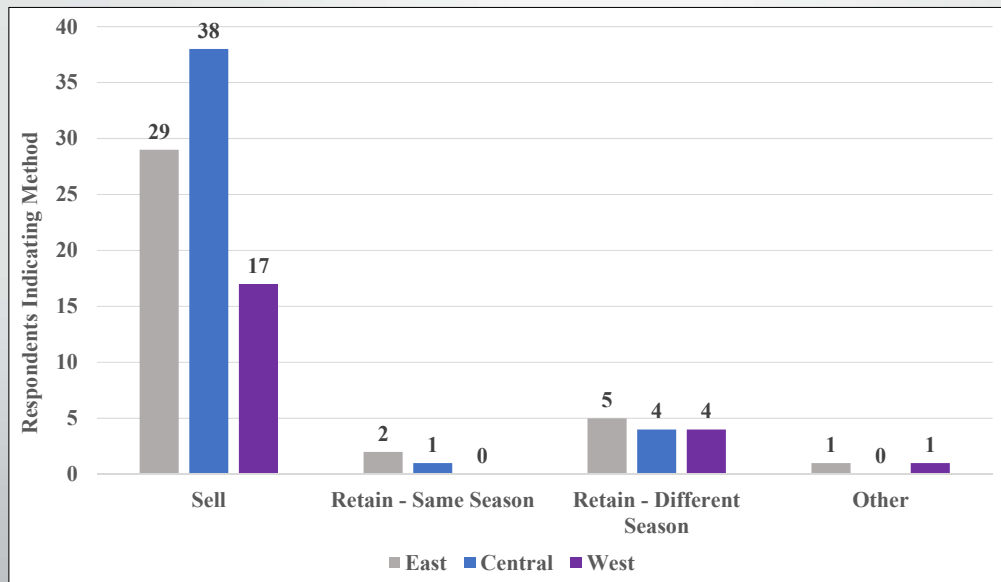
Identification Method - Cows



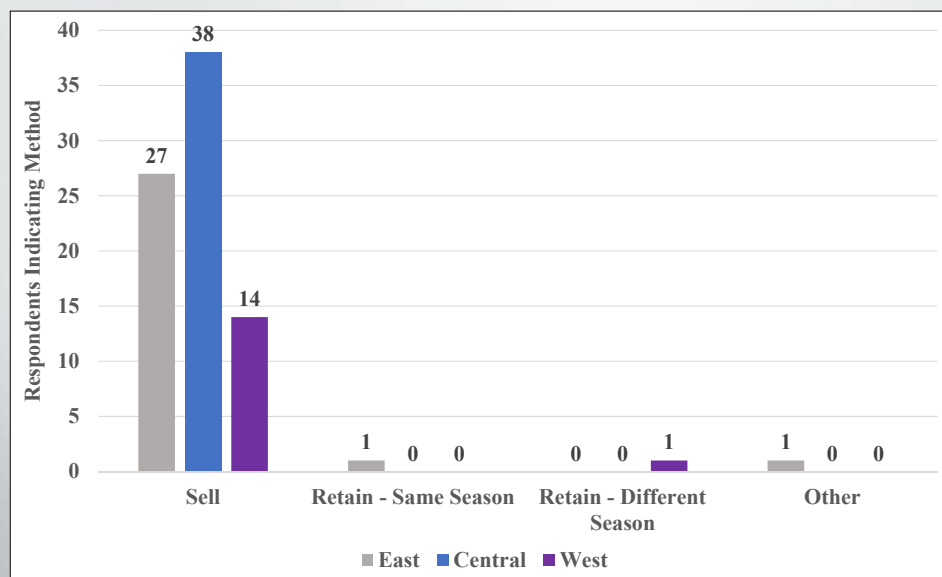
Breeding Program



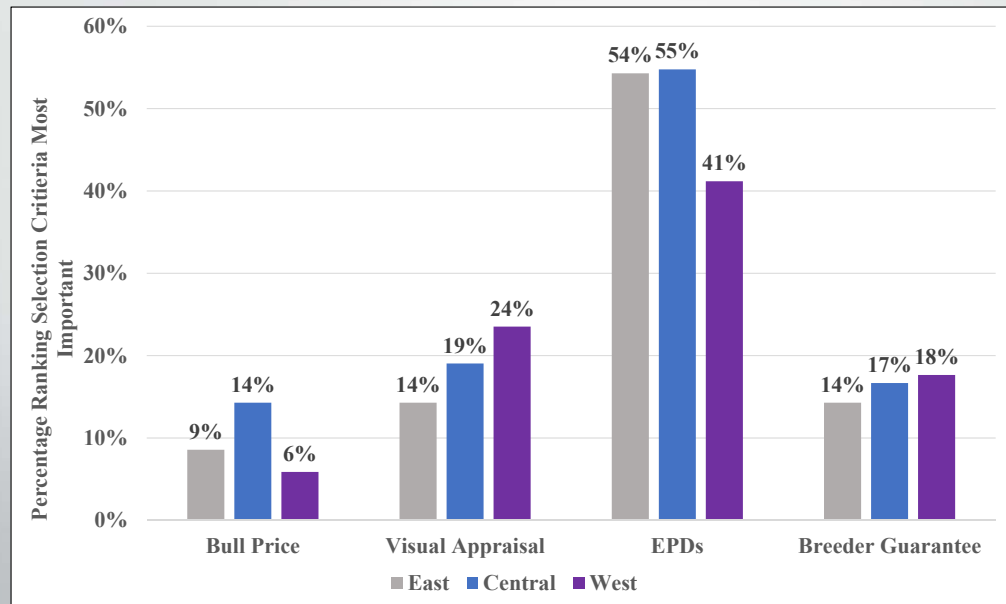
Open Heifer Management



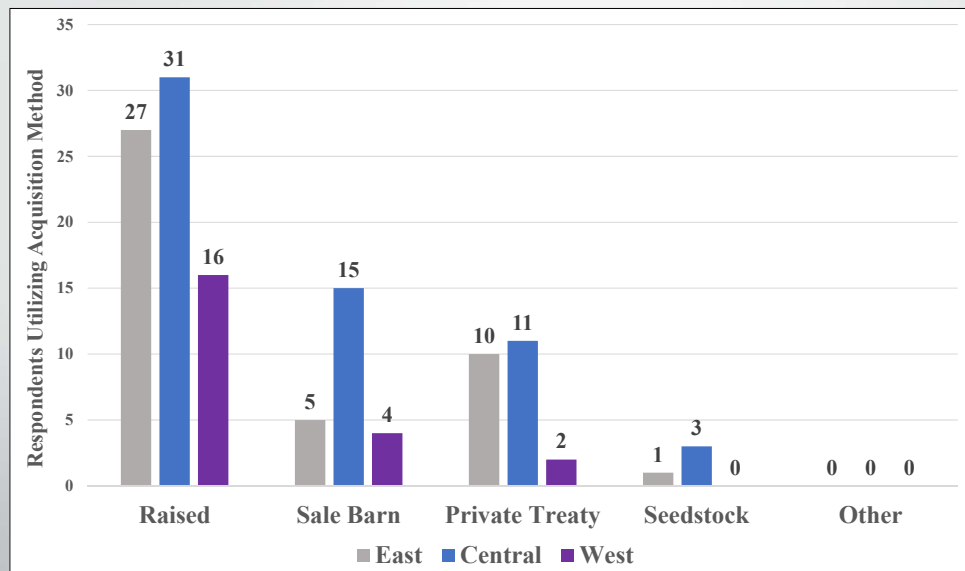
Failed Soundness Exam Management



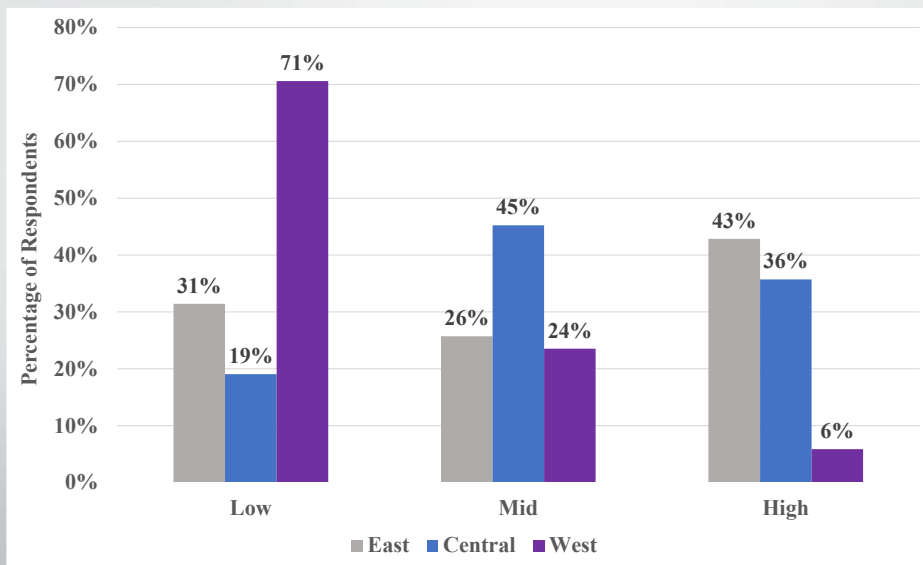
Bull Selection Criteria



Female Replacement Acquisition



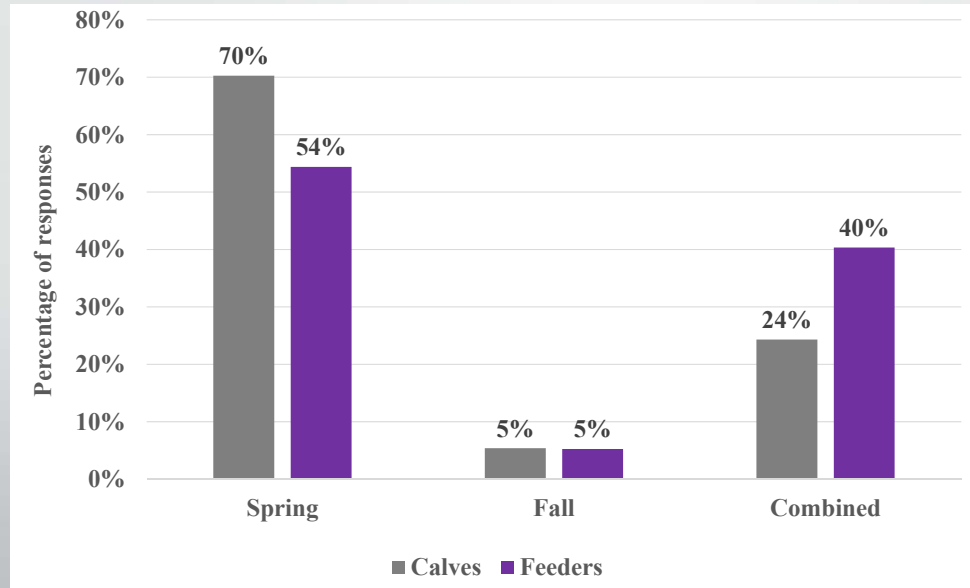
Profit Group Appearance by Region



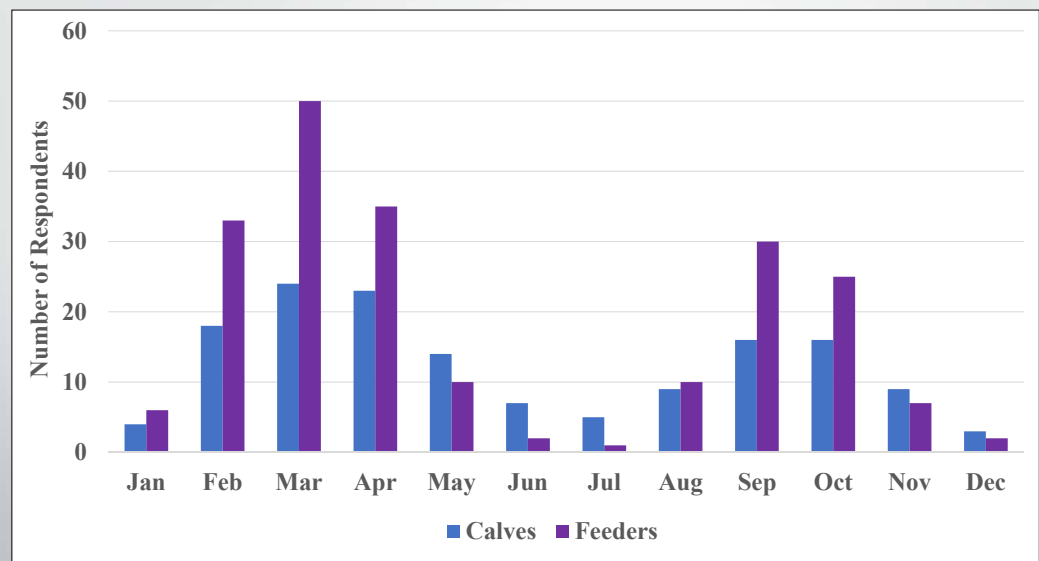
Summary by MARKET WEIGHT



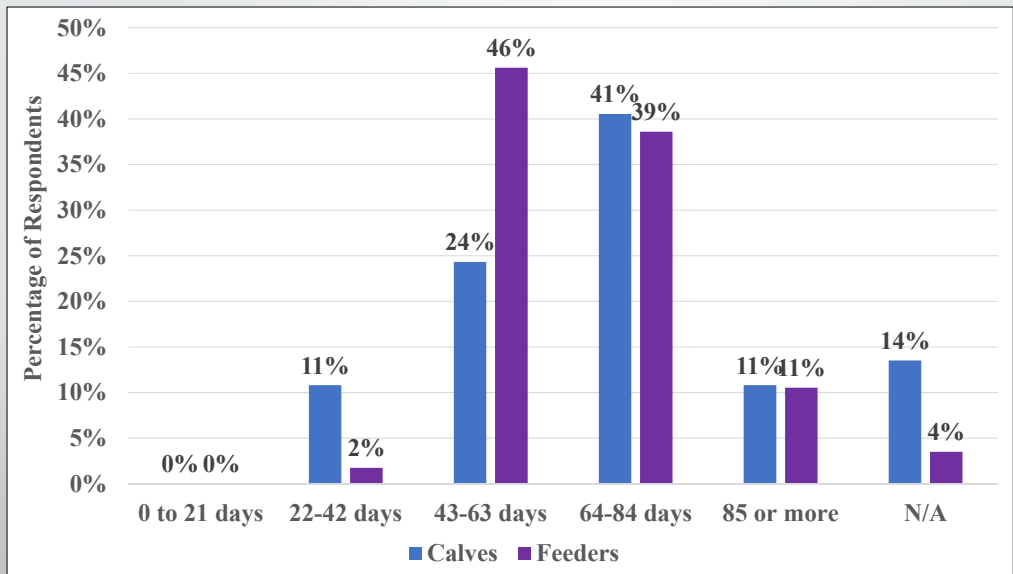
Calving Season by Market Weight



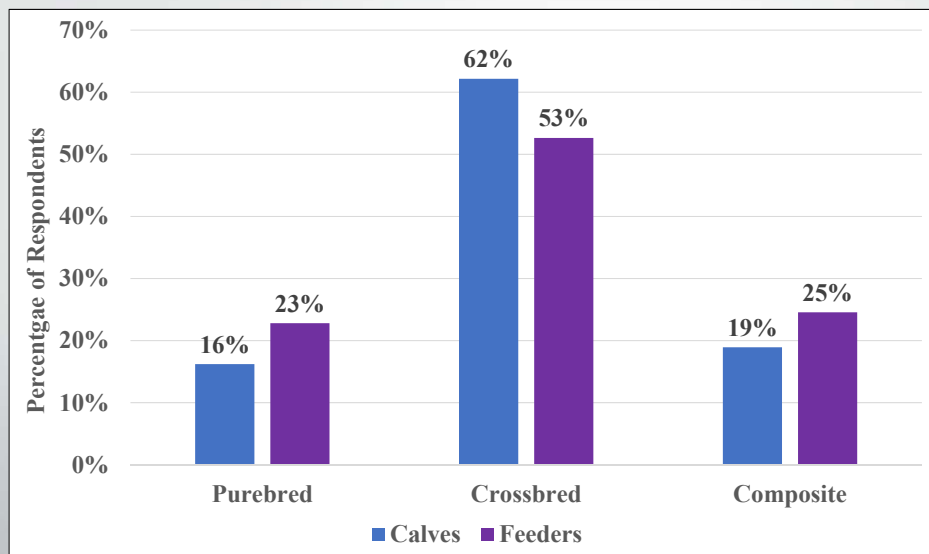
Calving Months by Marketing Group



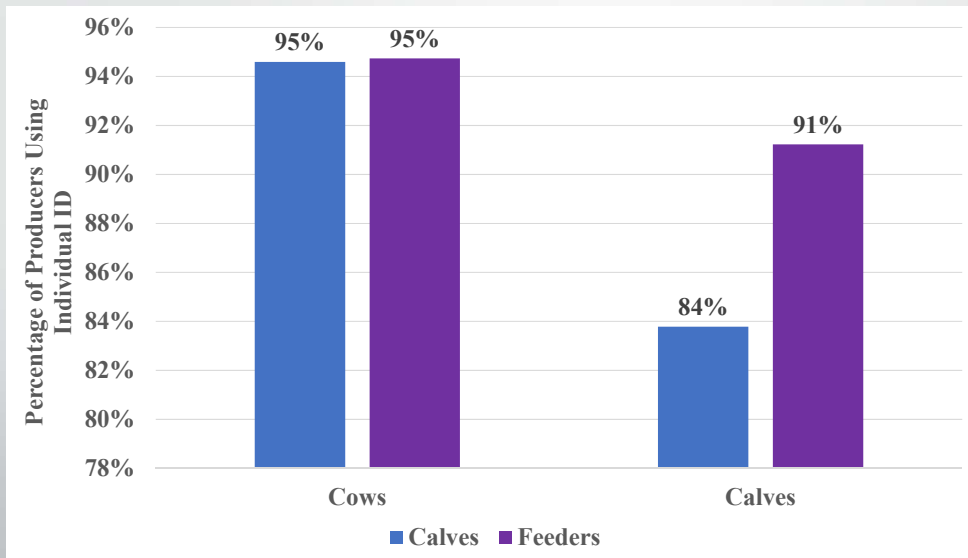
Estrous Length/Cycles by Marketing Weight



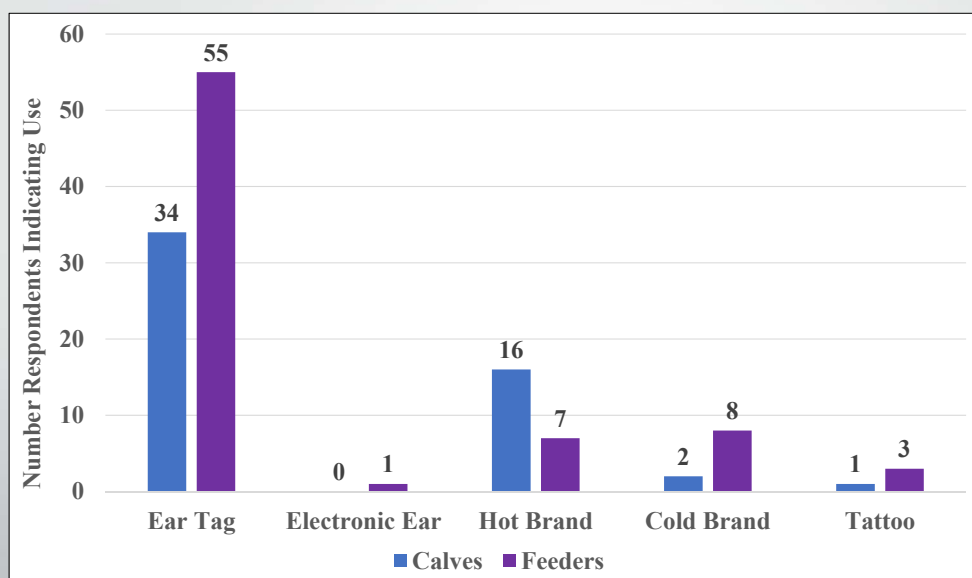
Herd Composition by Marketing Weight



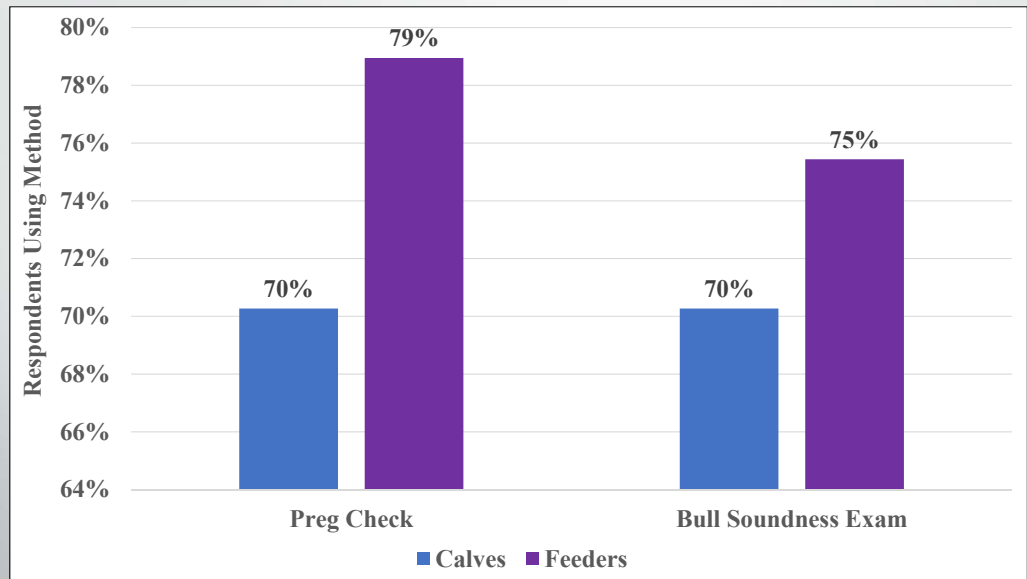
Individual Identification by Market Weight



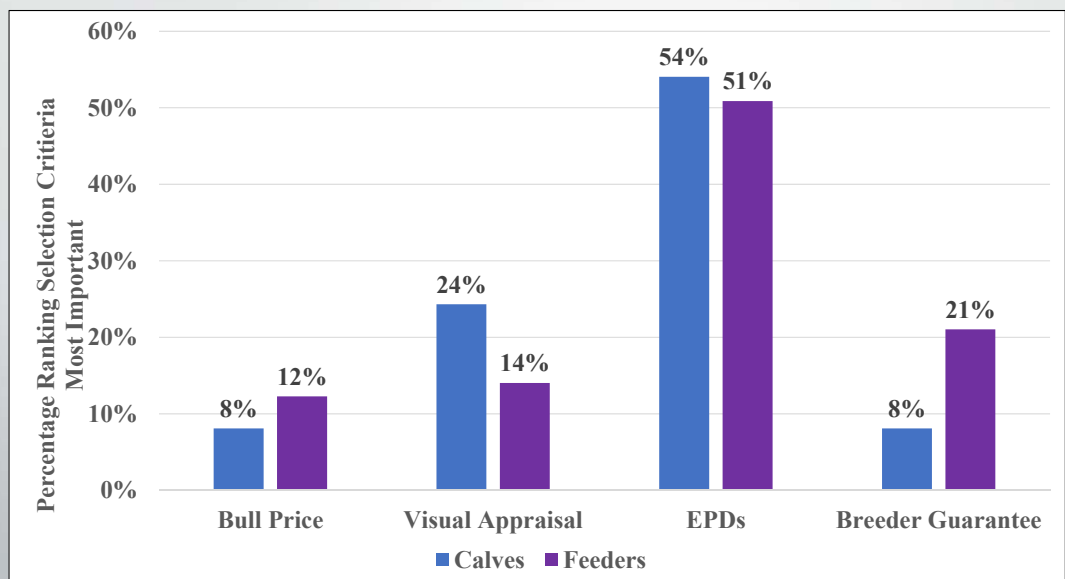
Identification Method - Cows



Breeding Program by Market Weight



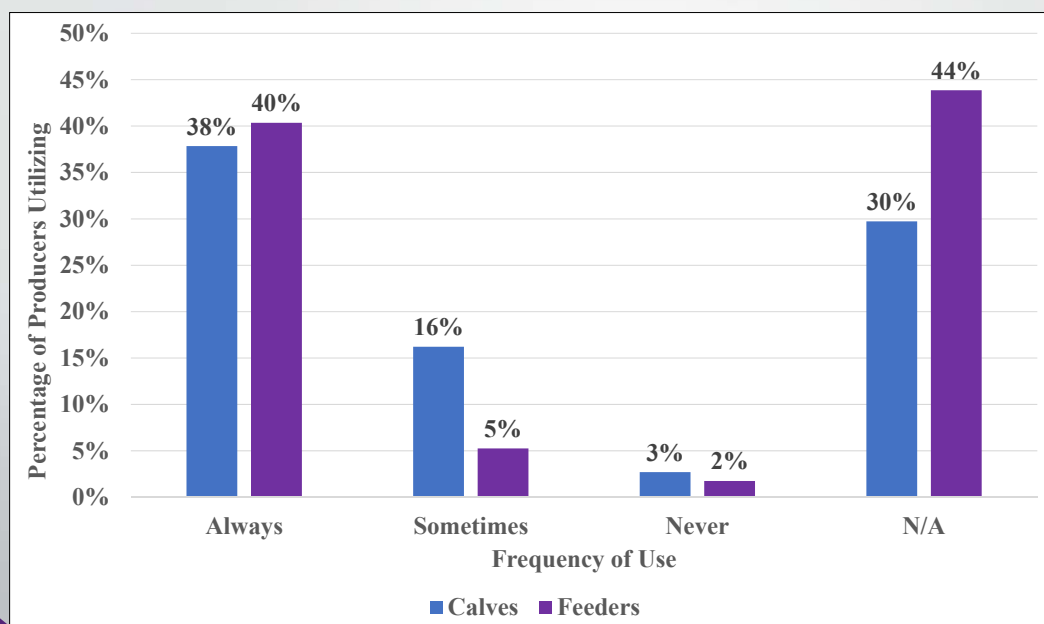
Bull Selection Criteria



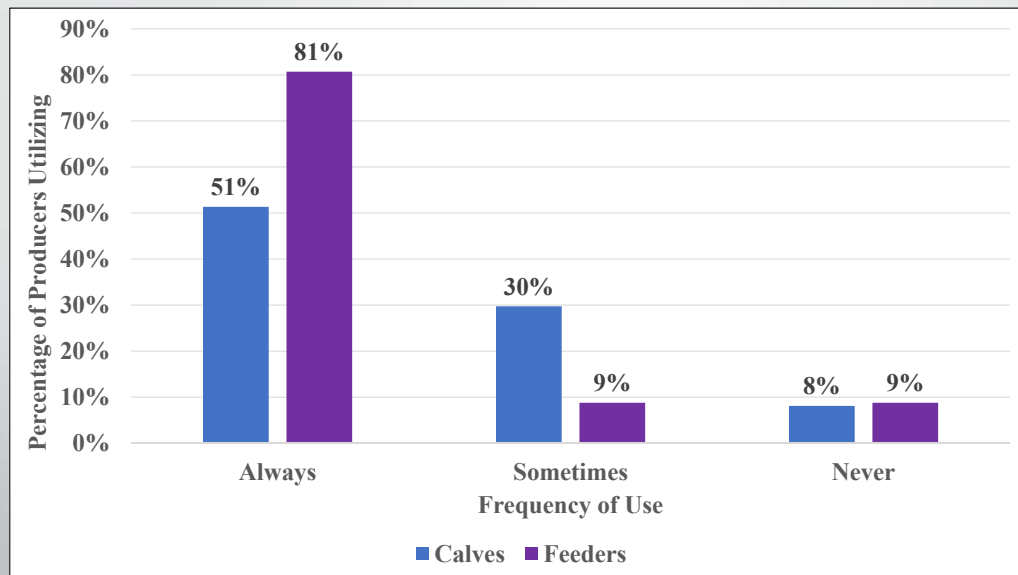
Female Replacement Acquisition



Dehorning



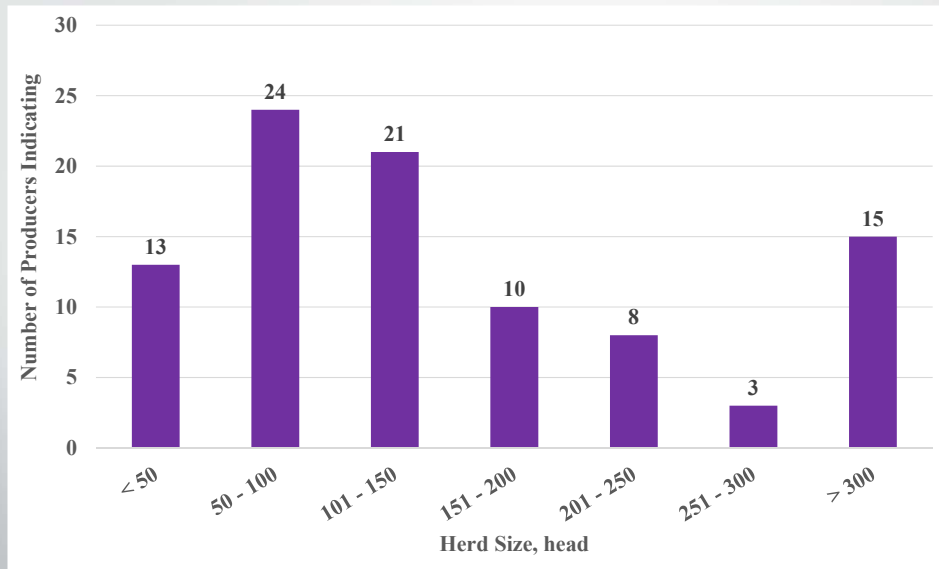
Feed Bunk Familiarity



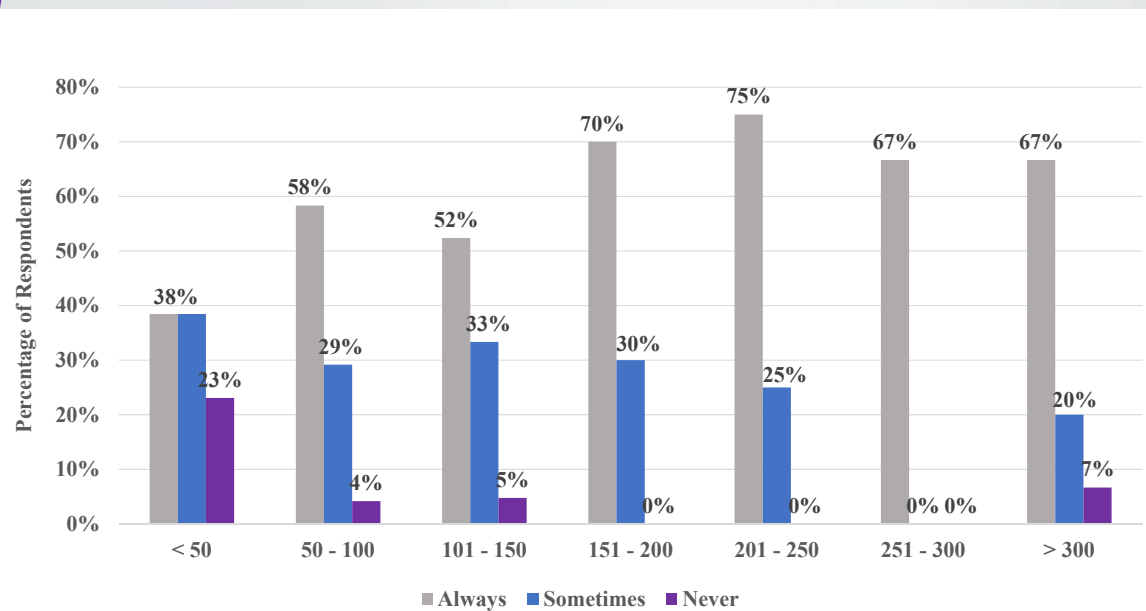
Summary by HERD SIZE



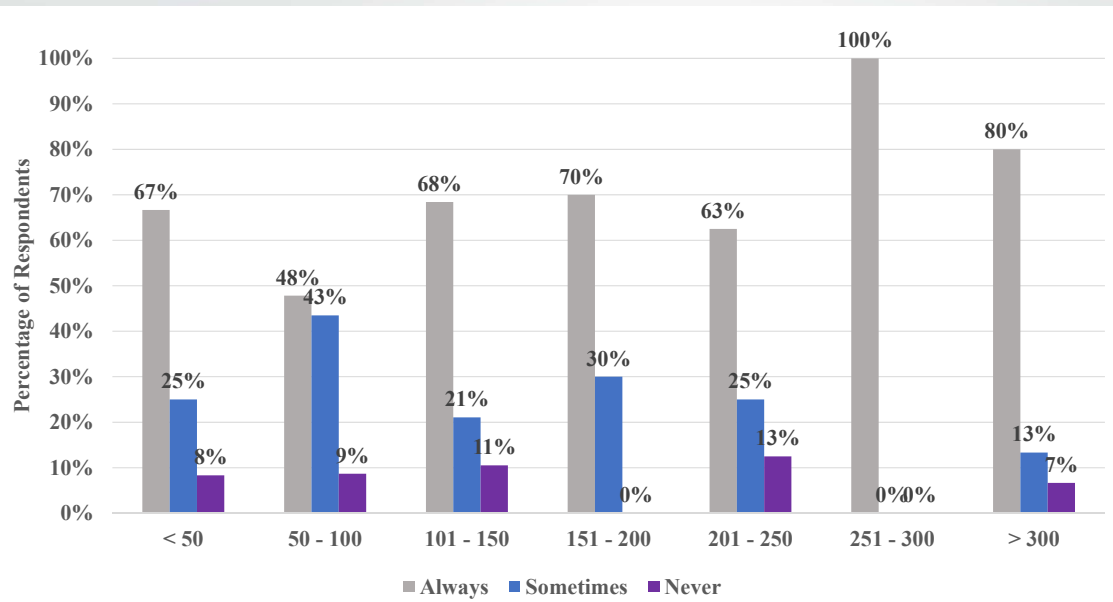
Overall Herd Size



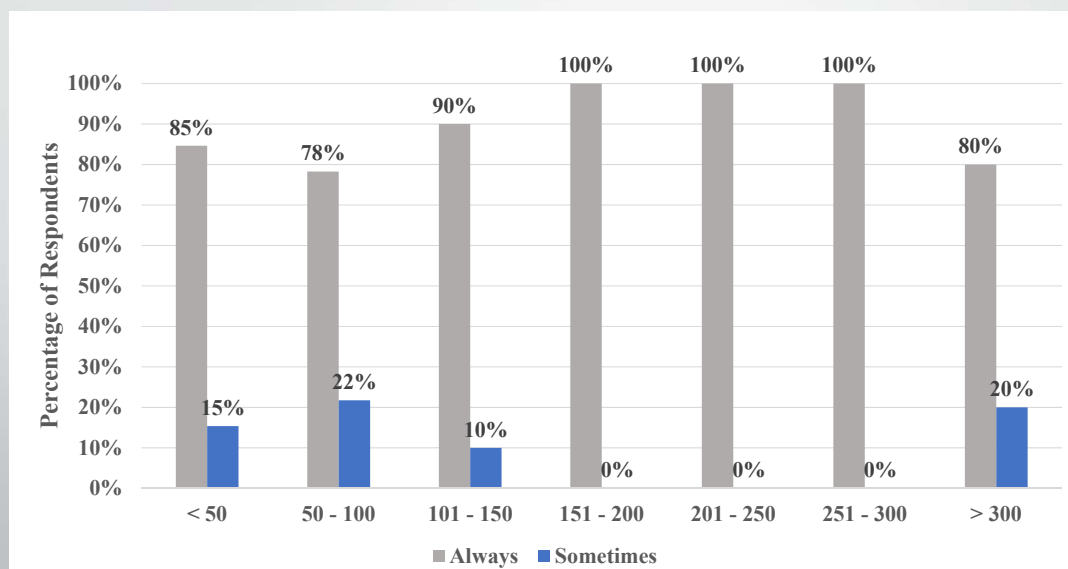
Weaned Prior to Market



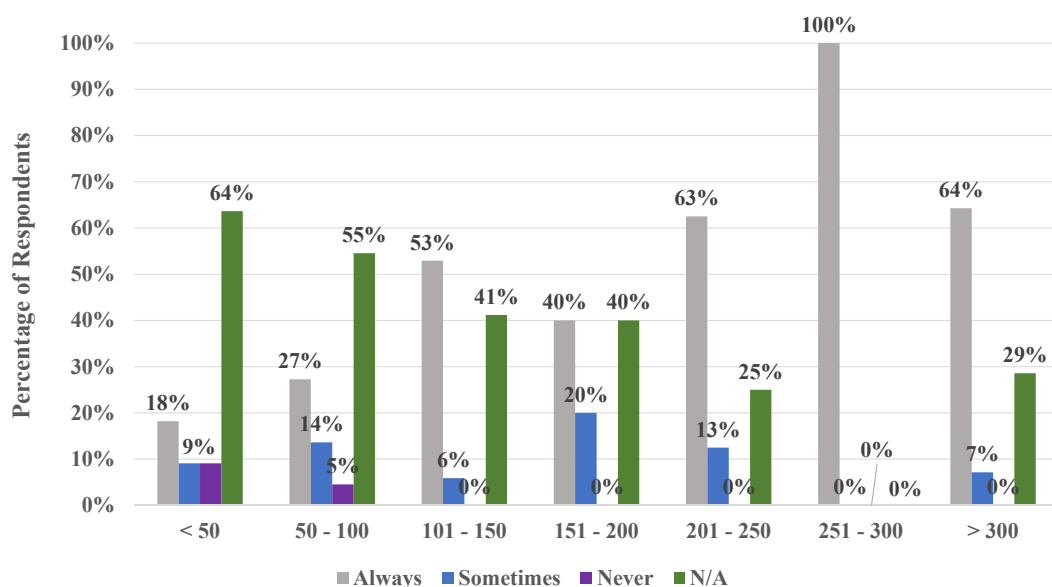
Respiratory Vaccines



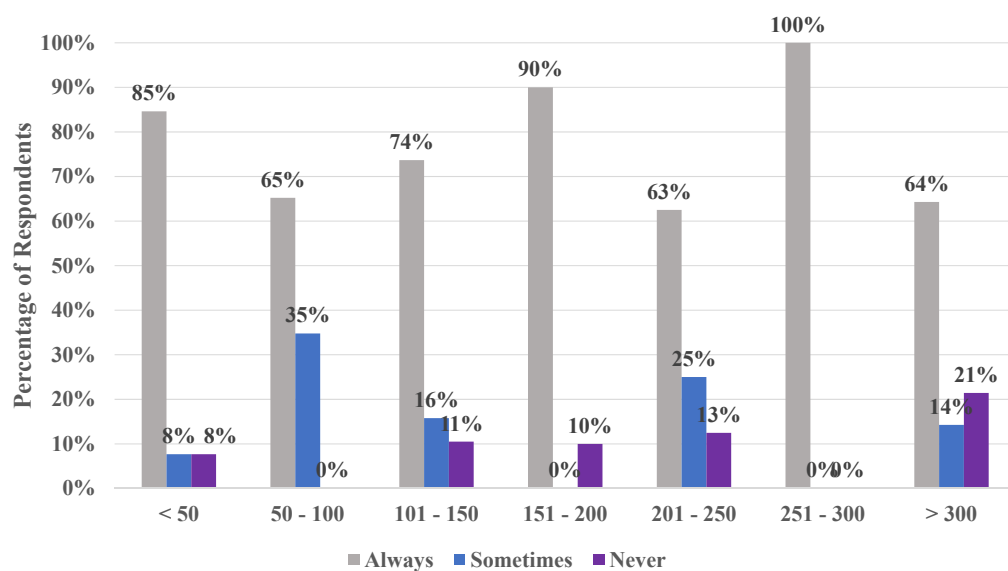
Parasite Treatment



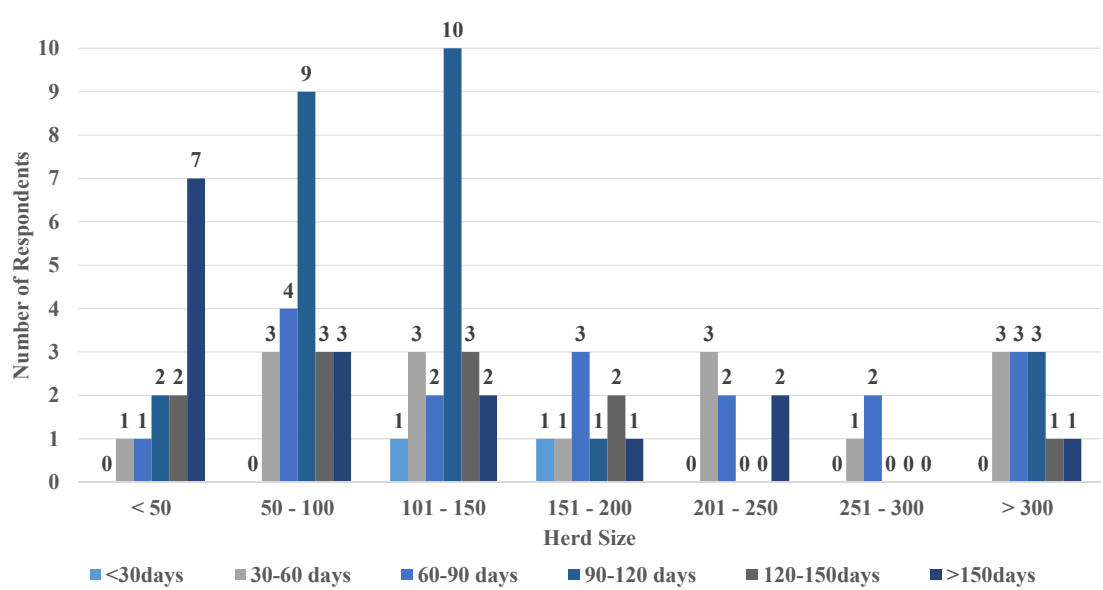
Dehorning



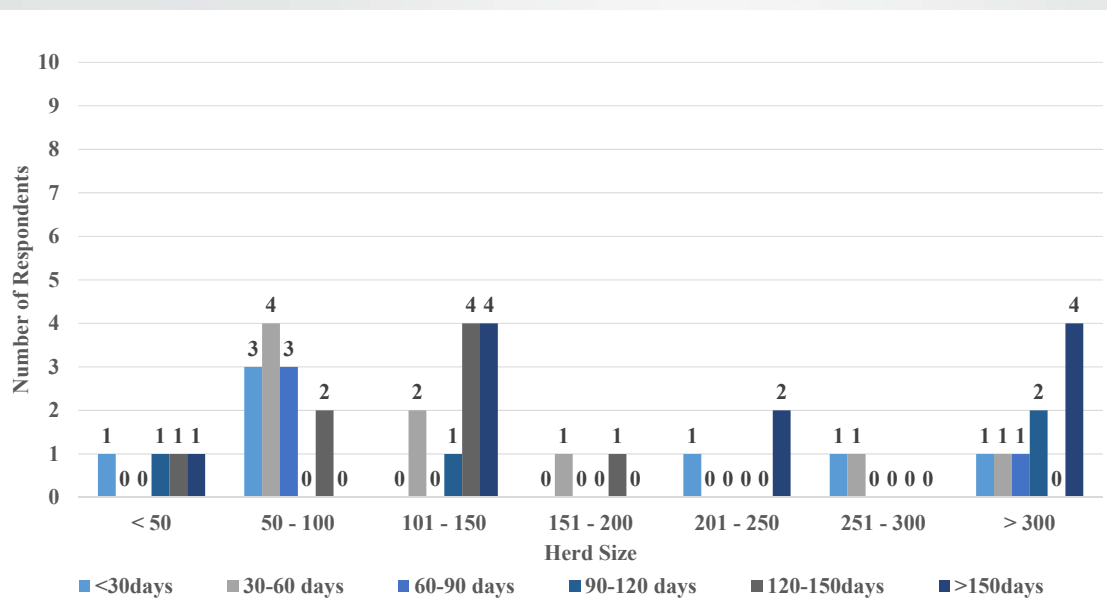
Feed Bunk Familiarity



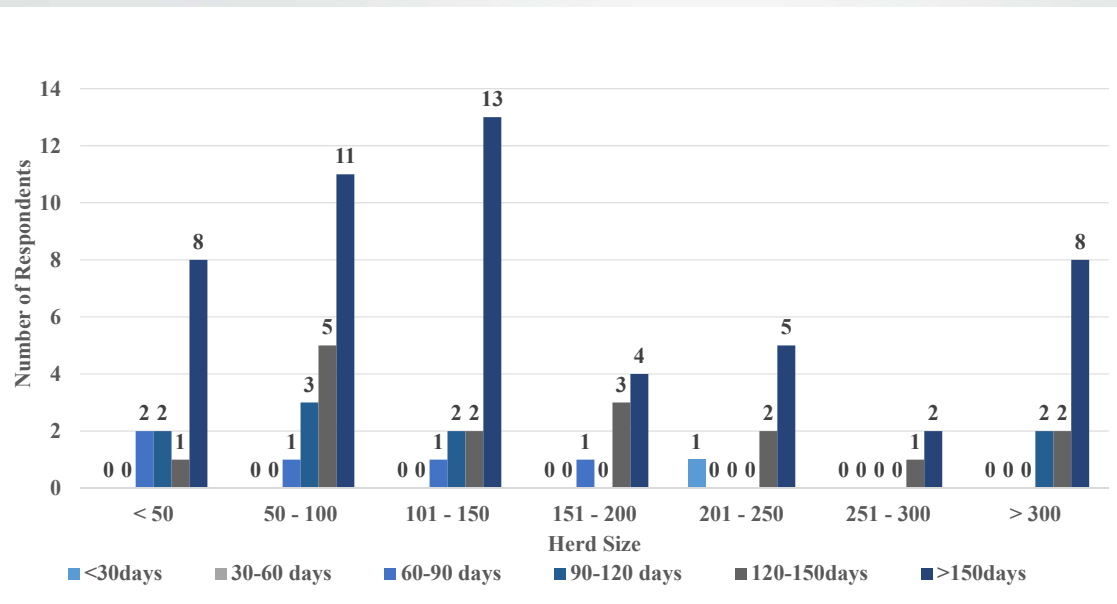
Full Feed Hay & Supplement Length



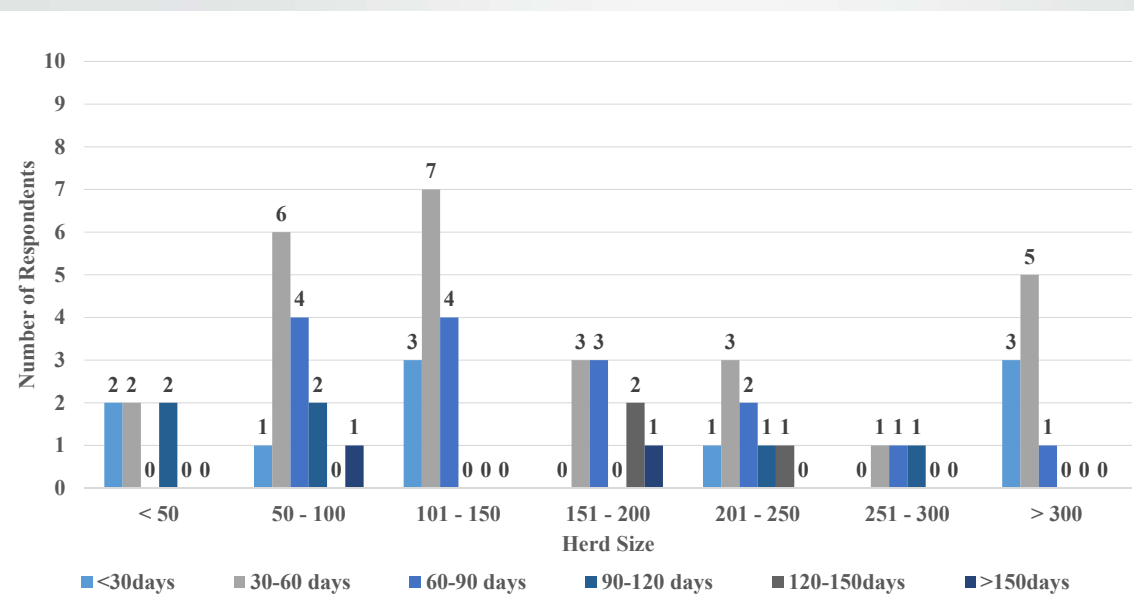
Cool Season Pasture Length



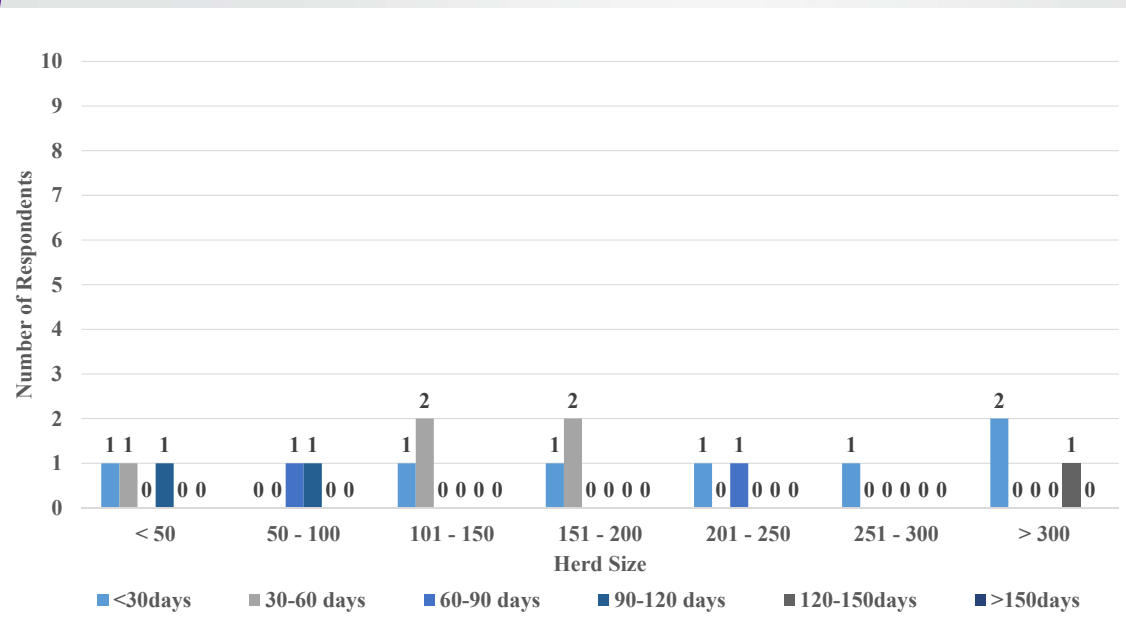
Warm Season Pasture Length



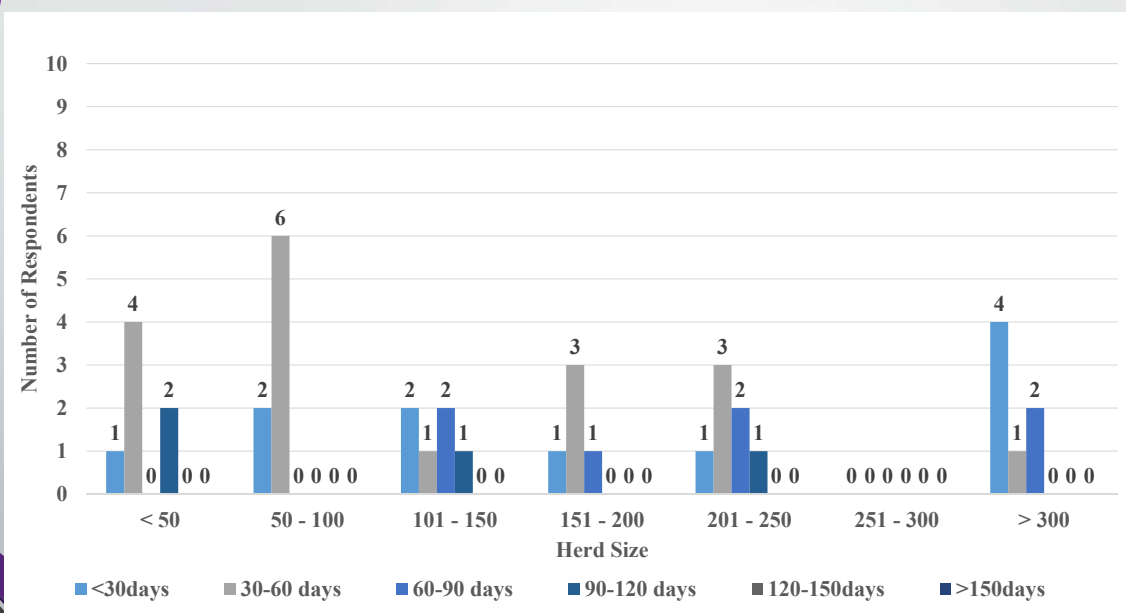
Crop Residue Length



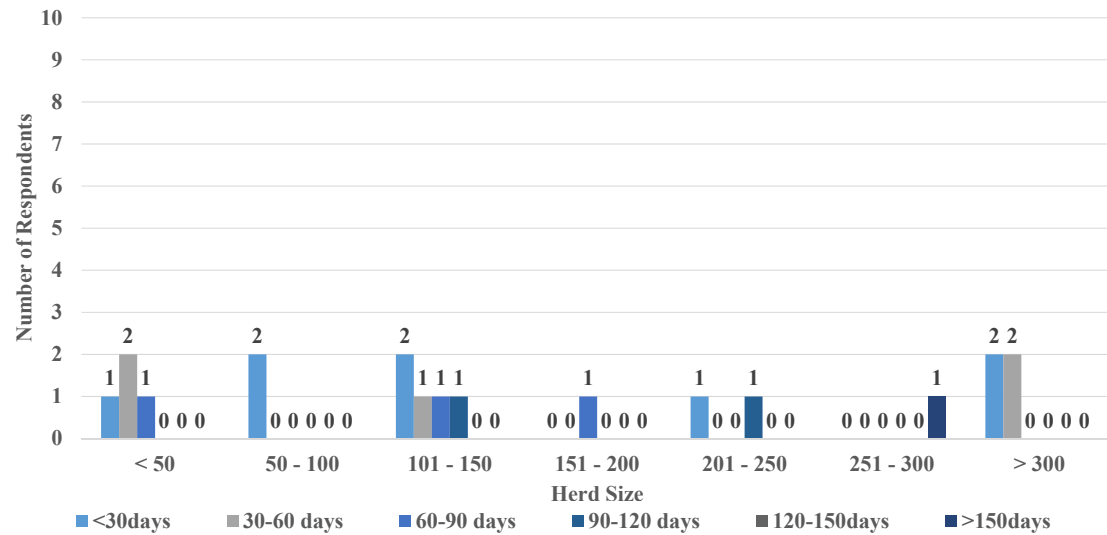
Wheat Pasture Length



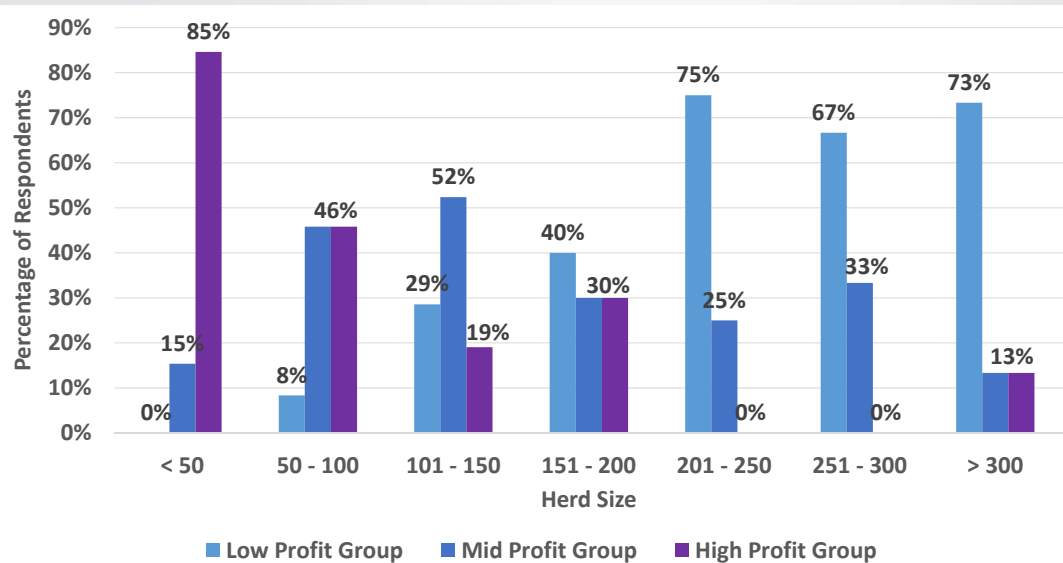
Cover Crops Grazing Length



Other Temporary Pasture Grazing Length



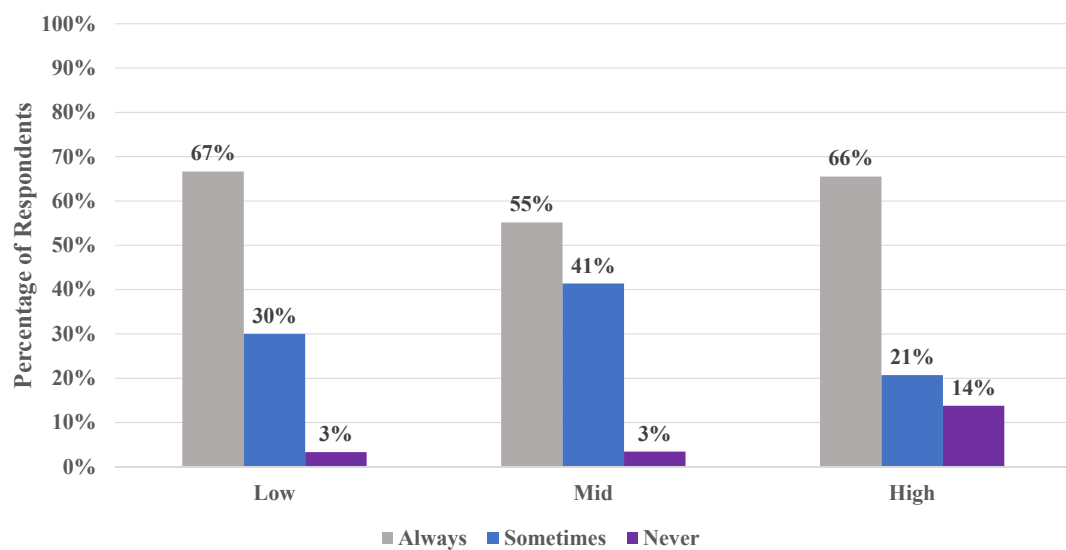
Profit Thirds by Herd Size



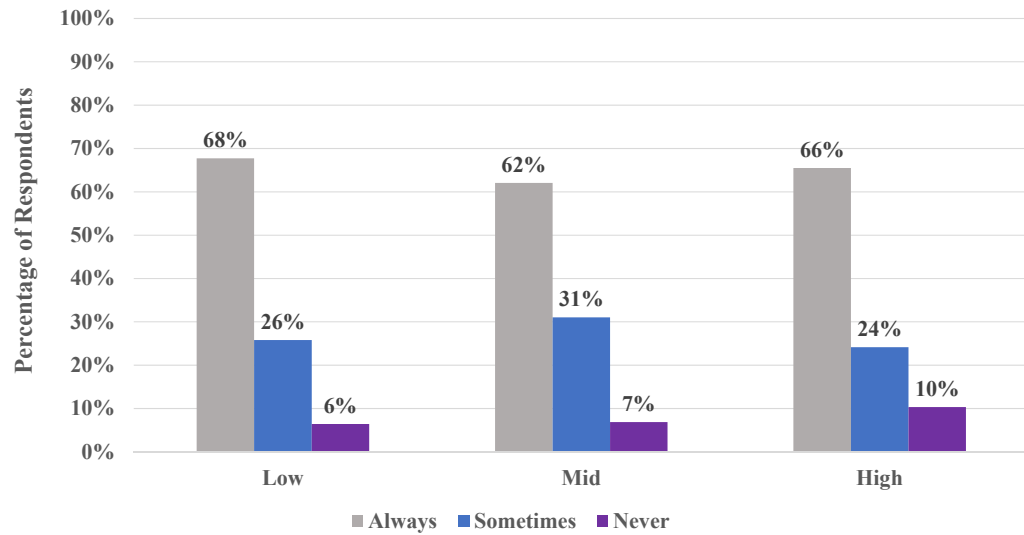
Summary by PROFIT THIRDS



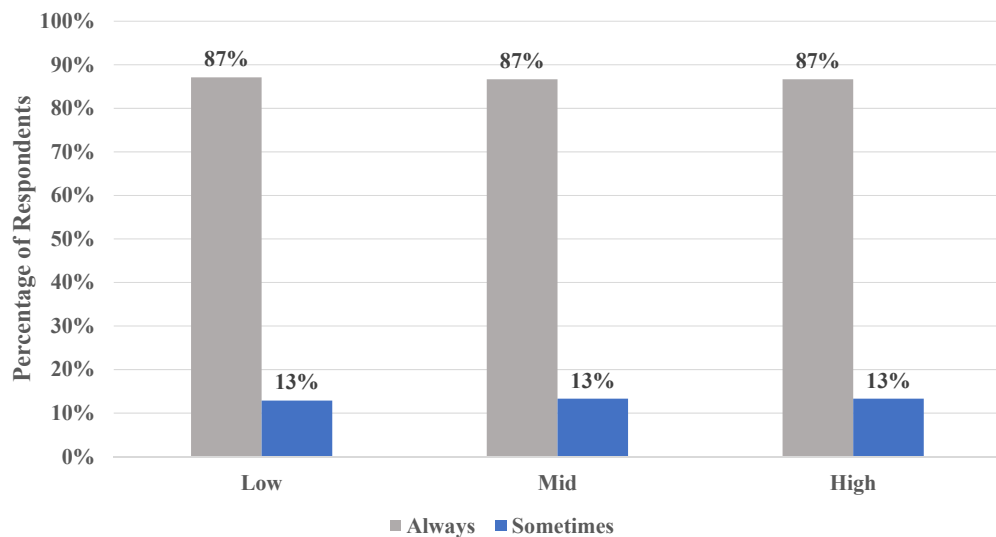
Weaned Prior to Market by Profit Group



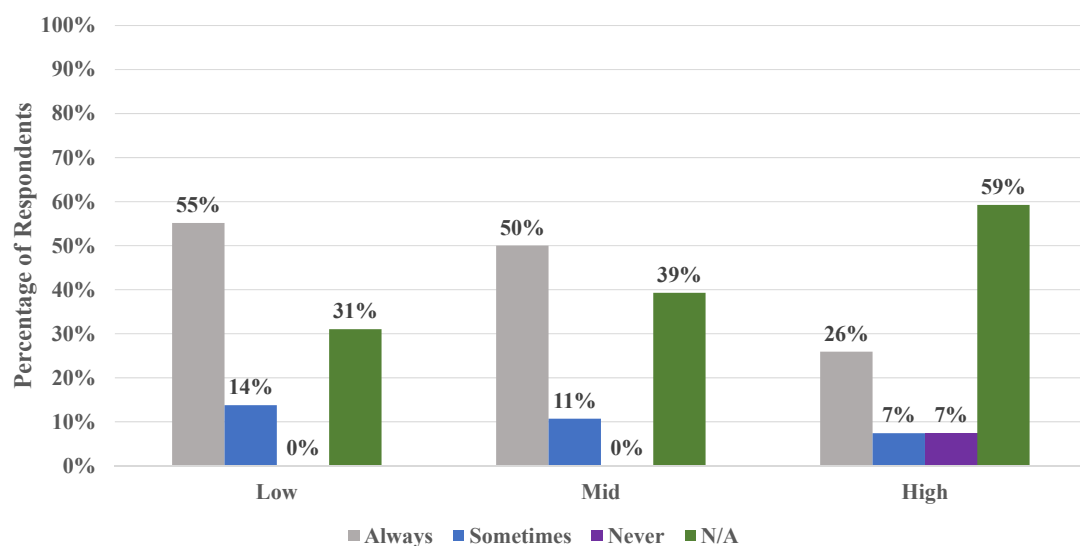
Respiratory Vaccines by Profit Group



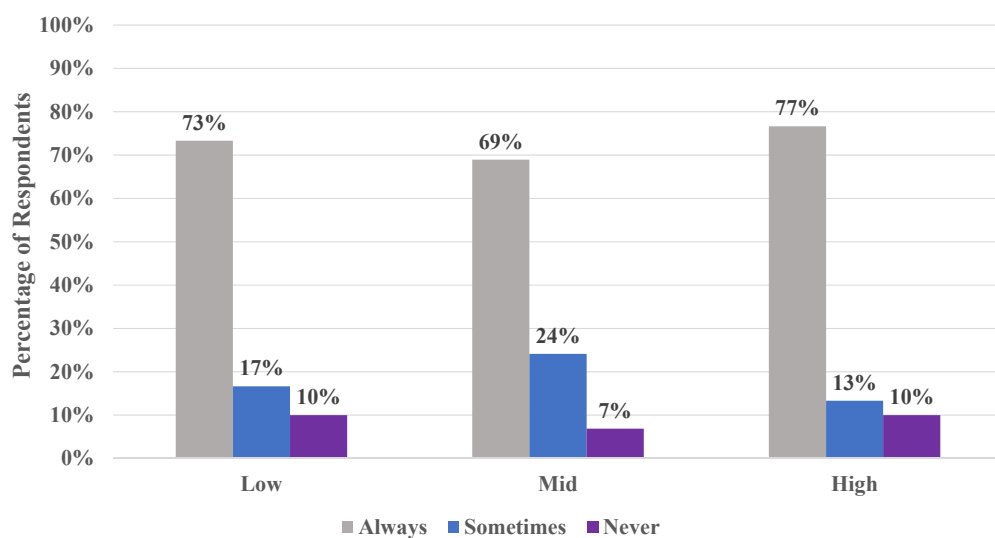
Parasite Treatment



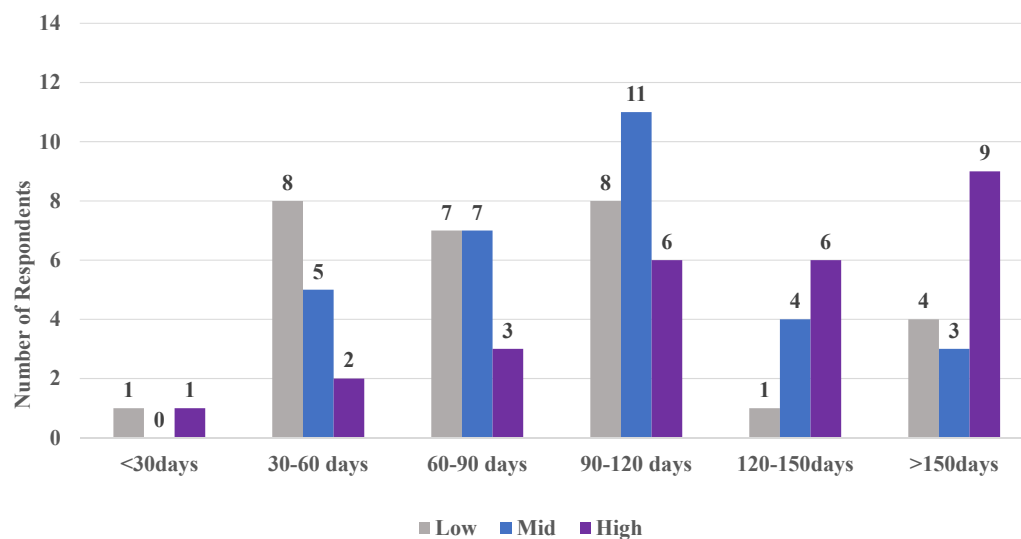
Dehorning



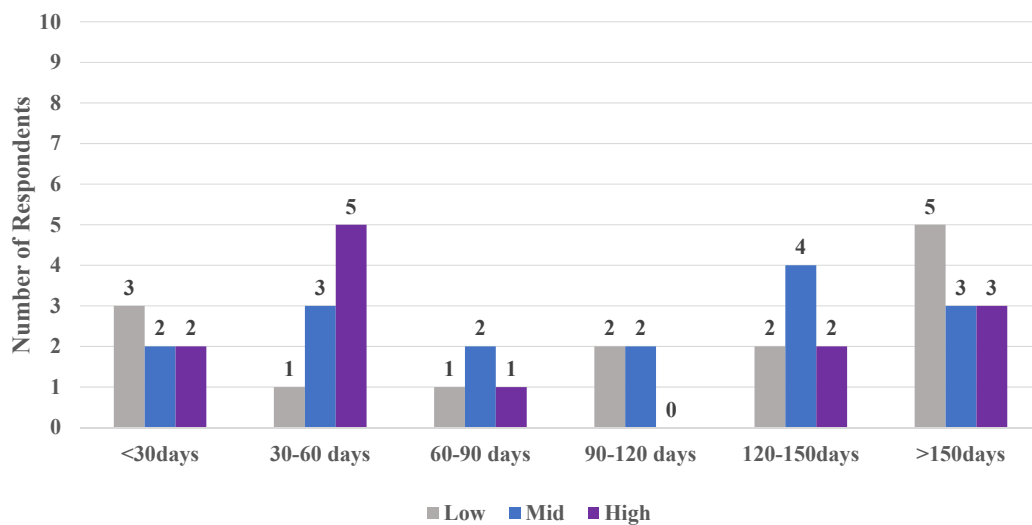
Feed Bunk Familiarity



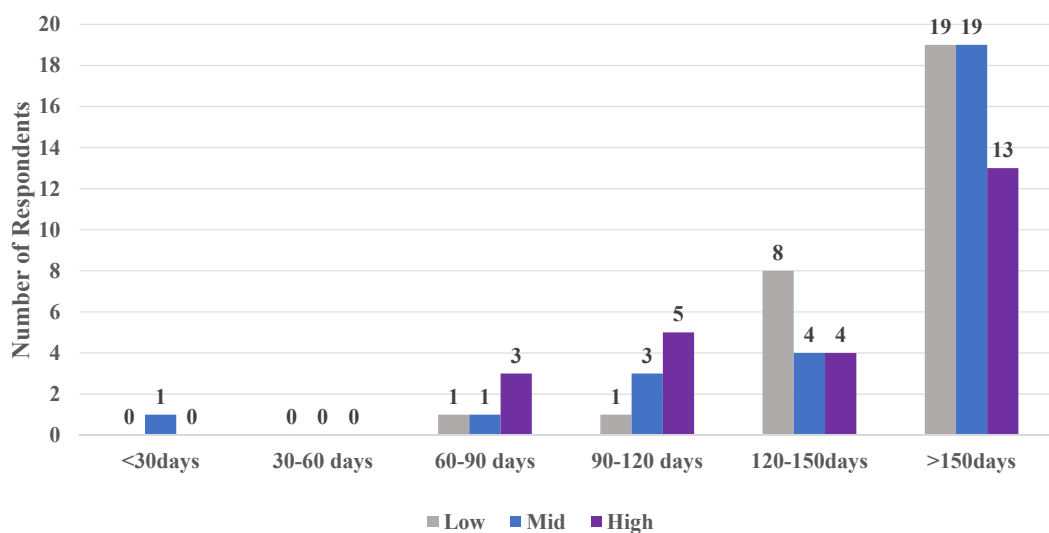
Full Feed Hay & Supplement Length



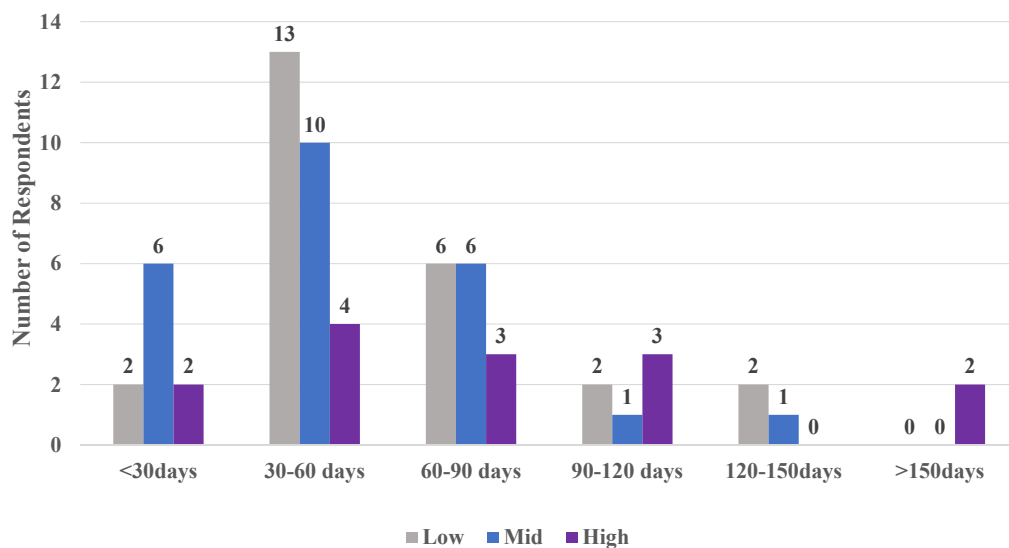
Cool Season Pasture Length



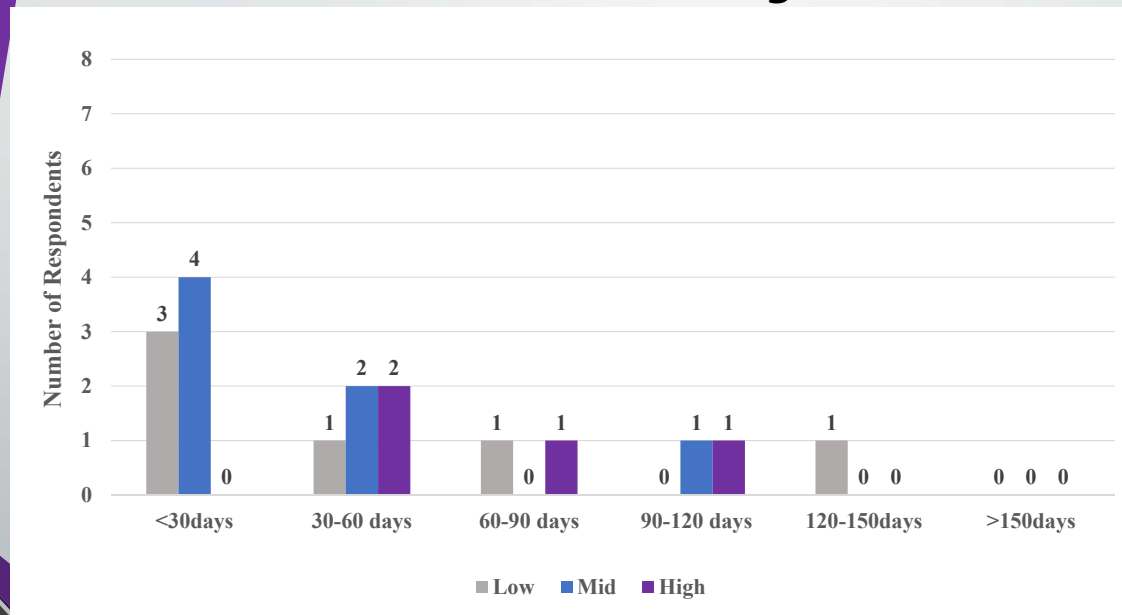
Warm Season Pasture Length



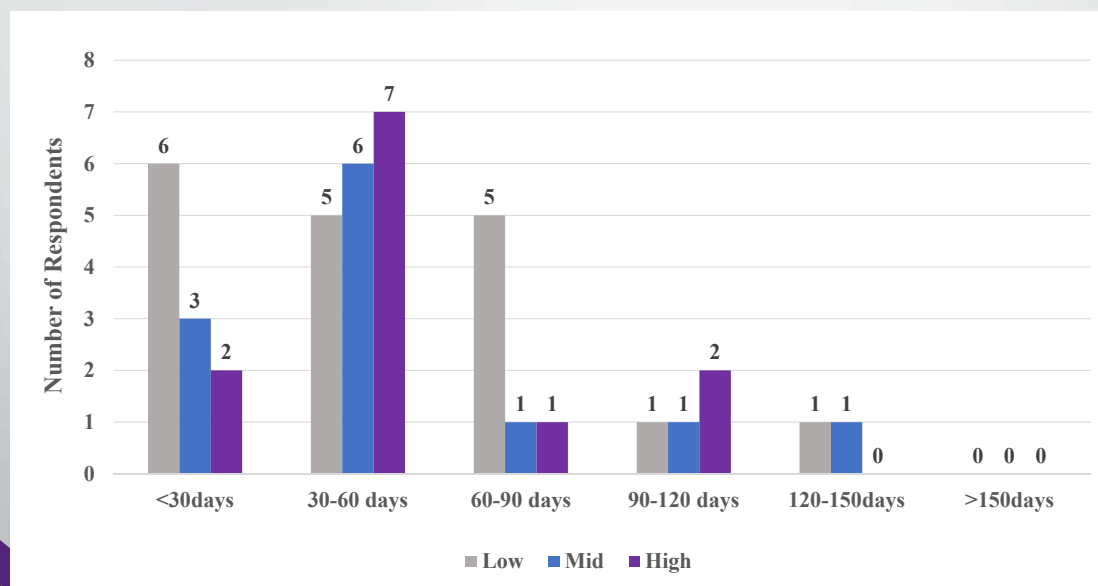
Crop Residue Length



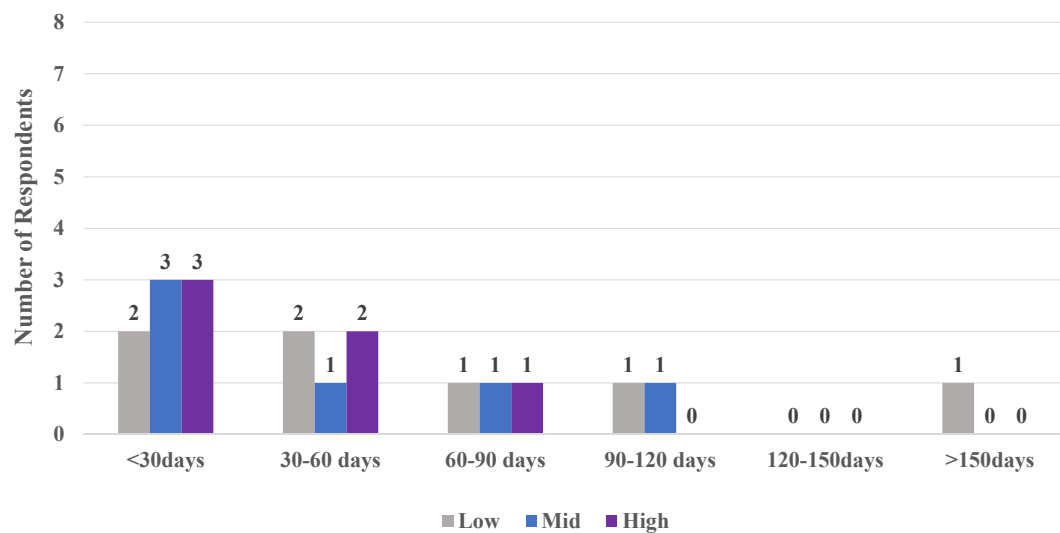
Wheat Pasture Length



Cover Crops Grazing Length



Other Temporary Pasture Grazing Length



Questions?



Thank you.

Hannah E. Shear, hshear@okstate.edu
Dustin L. Pendell, dpendell@kstate.edu
Kevin Herbel, Kansas State University