The Importance of Cattle to Missouri
2013 Breimyer Seminar

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Will I Be One of The Best Closers Ever With Today’s Presentation?

Cattle remain a critical component of Missouri agriculture but big changes are coming!
Or Just Wild And Never Find The Strike Zone?

Change can often be difficult and ignored as a result.
Warmup Pitch. Missouri Cattle Inventory Declining
Pitch 1. Record Missouri Cattle Prices Have Not Given Us Record Returns

Missouri Cattle Prices

$ per cwt.

1980 1990 2000 2010

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Pitch 2. Missouri Commodity Competition Is Growing, Cattle Is Losing

Missouri Cattle Receipts as a Percent of Total Receipts
2013 Beef Cow Inventory as a Percent of 1973

- Greater than 125%
- 100-125%
- 75-100%
- 50-75%
- Less than 50%
- No 2013 data
2012 Corn + Soybean Planted Area as a Percent of 1973

- < 100%
- 100-115%
- 115-130%
- 130-145%
- > 145%
- No 2012 data
We Are Losing Pasture! Polk County

2012 →

2006

CROPSCAPE Cropland Data Layer
Pitch 3. Weather Has Dictated Beef Cow Movements The Past Few Years

U.S. Drought Monitor

October 18, 2011
Valid 8 a.m. EDT

Intensity:
- D0: Abnormally Dry
- D1: Drought - Moderate
- D2: Drought - Severe
- D3: Drought - Extreme
- D4: Drought - Exceptional

Drought Impact Types:
- S: Short-Term, typically <6 months (e.g. agriculture, grasslands)
- L: Long-Term, typically >6 months (e.g. hydrology, ecology)

http://droughtmonitor.unl.edu/

Released Thursday, October 20, 2011
Author: David Miskus, NOAA/NWS/NCEP/CPC
Annual Change in Beef Cow Inventory, 2012

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Annual Change in Beef Cow Inventory, 2013
Pitch 4. Strong Demand Will Cure Many Industry Issues

Missouri Livestock Cash Receipts

- Cattle and calves
- Hogs
- Dairy
- Poultry
Repeat Pitch 4. Missouri Cash Receipts

![Graph showing cash receipts for Soybeans, Corn, and Cattle and calves from 1980 to 2008.](image)

- **Soybeans**
- **Corn**
- **Cattle and calves**
A Beef Demand Scenario: U.S. Cattle and Calves

Million Head

Baseline  Demand Growth

Pitch 5. Markets Will Adjust Long Term

Missouri Farm Income Measures

Crop receipts - selected expenses
Livestock receipts - selected expenses
Pitch 6. Missouri Cattle Producers Should Evaluate New Technology

- Many new technologies are emerging!
  - FTAI
  - Genomics
  - Sexed semen
  - New forages

- EVALUATE ALL OPTIONS

- They must be profitable for YOUR operation

- Proper technology use can reduce risk

- Keep consumers aware
Are These Technologies Scale Neutral?

Beef Cow Operation Size, 2007

Percent of Inventory
0 5 10 15 20 25 30 35 40
1-49 head 50-99 head 100-499 head 500+ head

Missouri U.S.
This Picture Can’t Continue Long-Term

AVERAGE RETURNS TO CATTLE FEEDERS
Feeding 725 Lb. Steers, S. Plains, Monthly

$ Per Head

Livestock Marketing Information Center
Data Source: USDA-AMS & USDA-NASS, Compiled & Analysis by LMIC

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C-P-22
05/16/13
MU Thompson Research Center

- A focus on better genetics
  - Higher accuracy AI studs used
  - Research on FTAI protocols
- Steers have been fed at Irsik and Doll Feedyard
  - Data on profitability
  - Multiple years
- What do you see in these cows?
Feedyard Returns by Thompson Research Center Cow

![Graph showing feedyard returns by Thompson Research Center Cow from 2008 to 2011. The graph displays the returns in a trend line with vertical lines indicating the years 2008, 2009, 2010, and 2011. The returns fluctuate between 0 and 1,400.]
Does Quality Affect Profitability?

Index; 1 = average

Select  |  Choice  |  Prime
-----   |         |   
0.90    |  0.95   |  1.10
How About Sire?

Index; 1 = average

A  B  C  D  E
The Missouri Cattle Business Is Changing!

- Missouri is well-positioned to grow in importance in the U.S. cow-calf sector
- However, other states are working hard on their herds as well
- We can’t keep doing things the same way we have the past couple of years
  - Must target consumer demand
  - Must increase productivity even faster
  - Tools exist
- I hope when the 2023 Breimyer Seminar happens we have 2+ million head of beef cows and not <1.5 million