



America's Cattle Crisis Persists

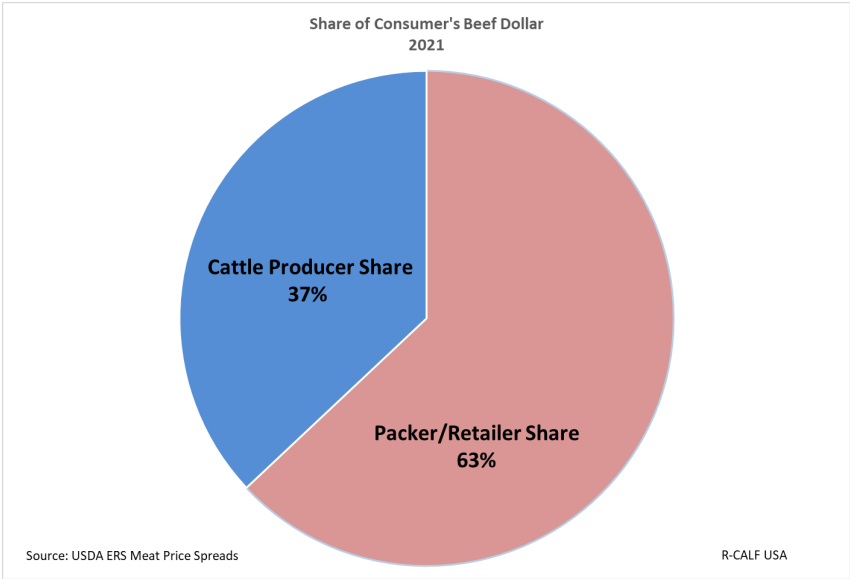
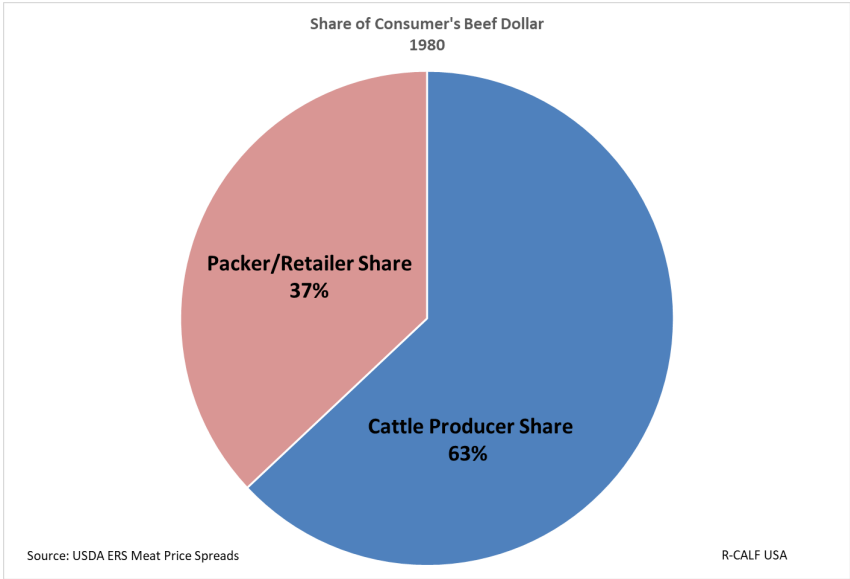
Presented to

Independent Beef Association of North Dakota

Hebron, ND

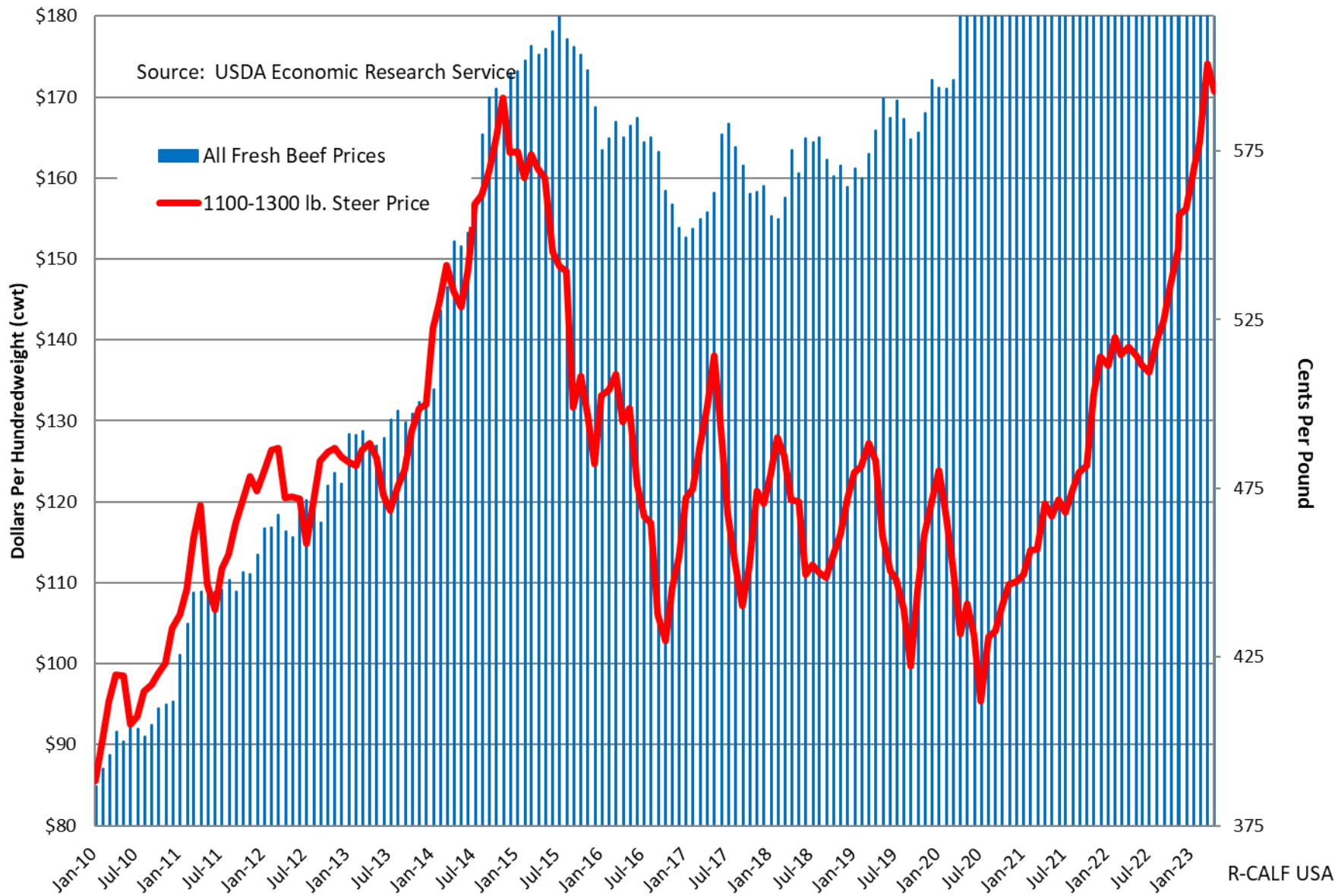
Bill Bullard, CEO
September 13, 2023

Change in Producer Share of Consumer Beef Dollar: Complete Reversal In Four Decades



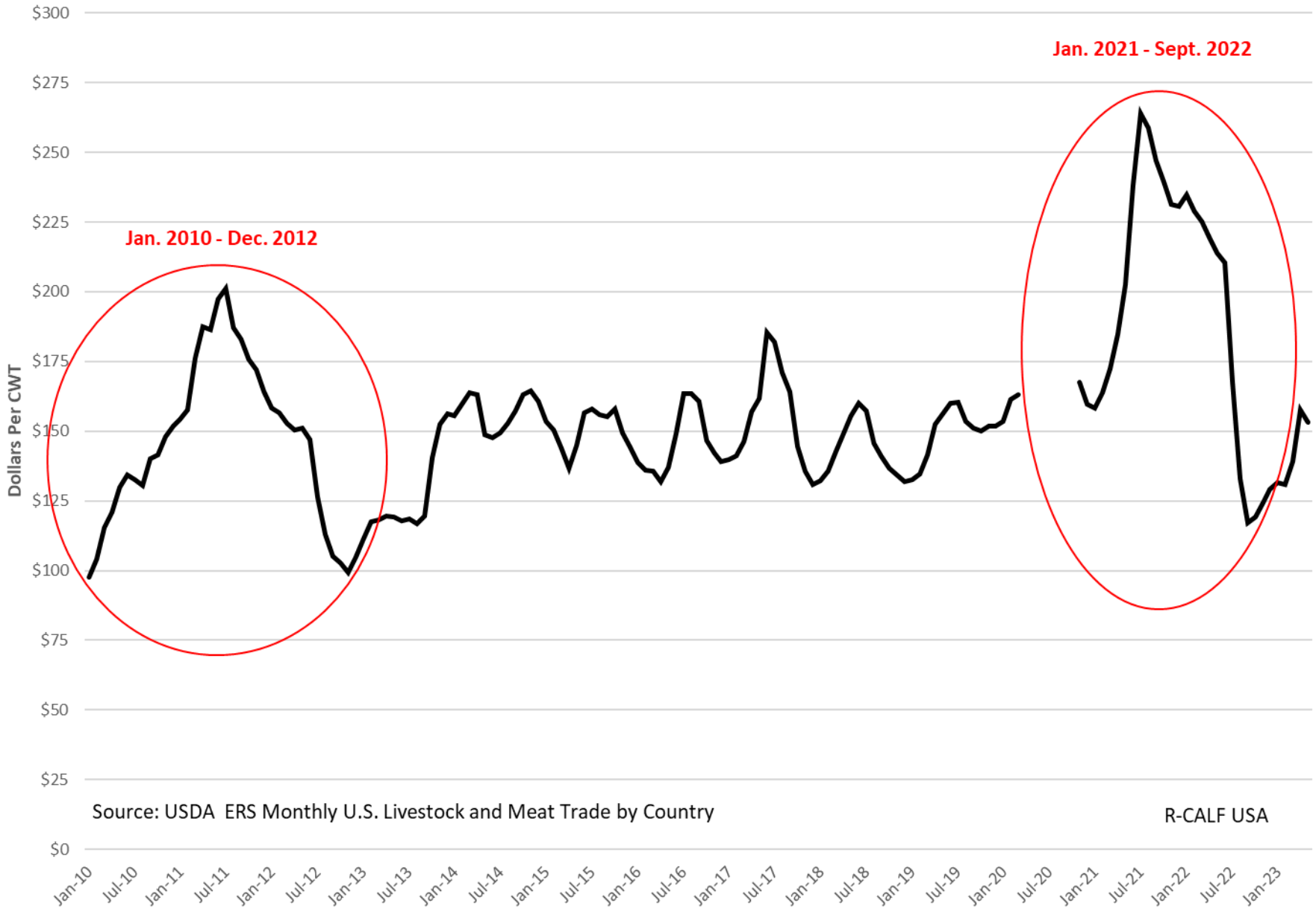
Cattle Prices Crash While Consumers Pay Record Beef Prices

Source: USDA Economic Research Service



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St. Joseph, MO Slaughter lamb Prices, Choice/Prime



Source: USDA ERS Monthly U.S. Livestock and Meat Trade by Country

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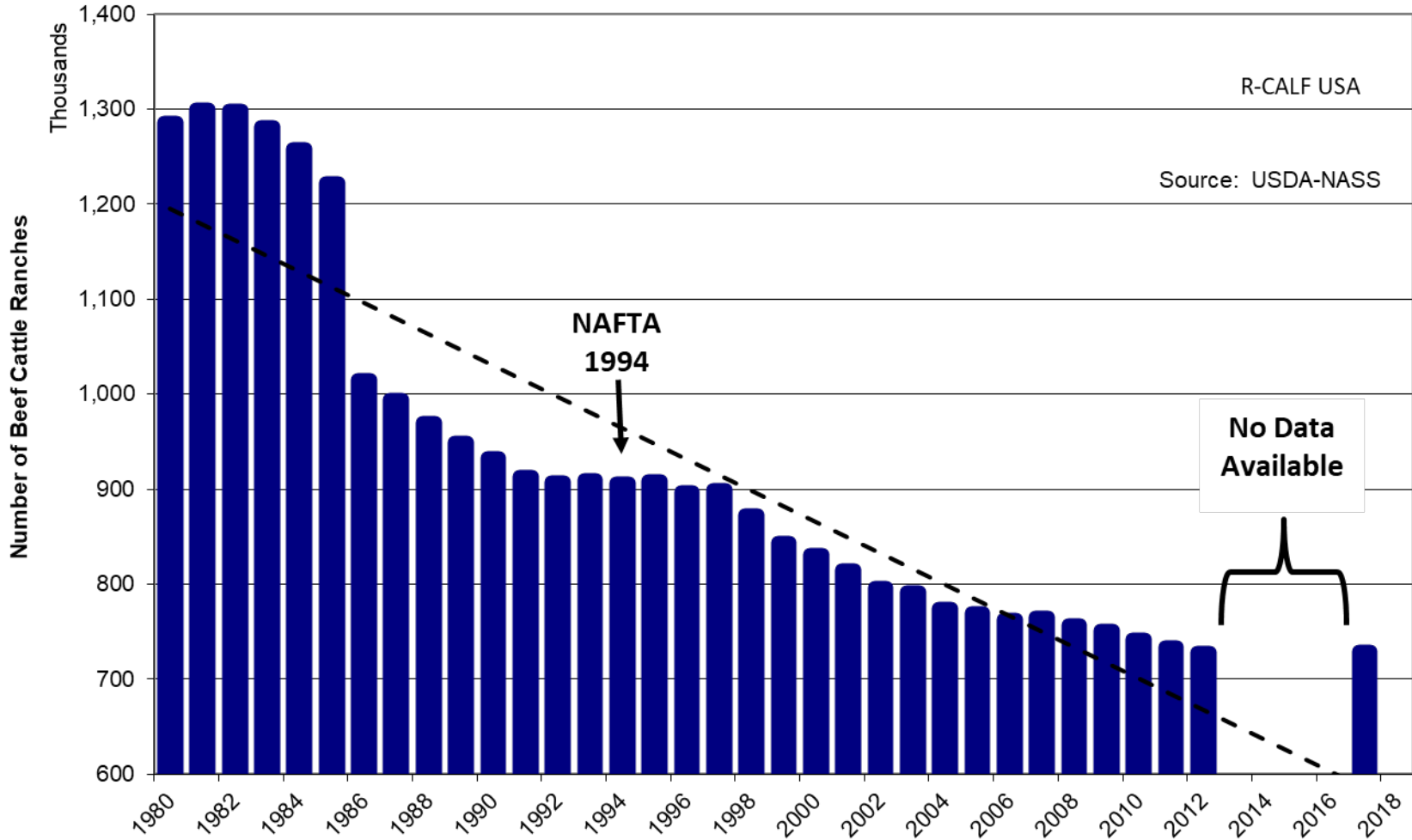
Where's the Beef?



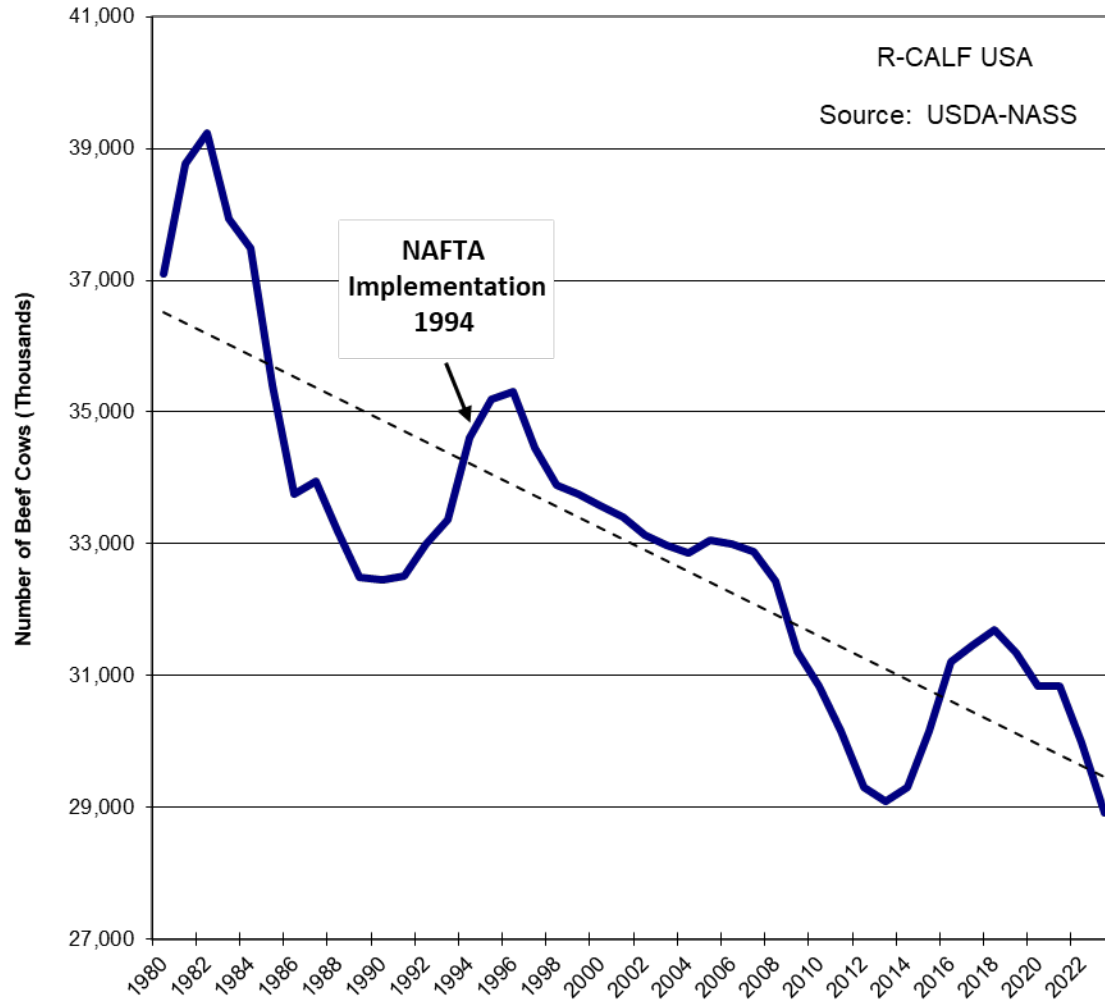
Today, Just Over a Generation Later, America has:

- Eliminated 544K Beef Cow Farms/Ranches (43% Loss), With Only 729K Remaining.
- Eliminated 8 mil. Beef Mother Cows, With Only 29 mil. Remaining.
- Eliminated 77% of All Feedlots (86K Loss Since 1996), With Only 26K Feedlots Remaining.
- Eliminated 54% of All Fed. Insp. Plants (Loss of 794 Plants), With Only 683 Remaining that Slaughtered 32.2 mil. Cattle.
- Big 4 Packers Control 85% of Fed Cattle Slaughter.

Alarming Exodus of America's Beef Cattle Operations (~15,000 Operations Lost Each Year from 1980-2017)

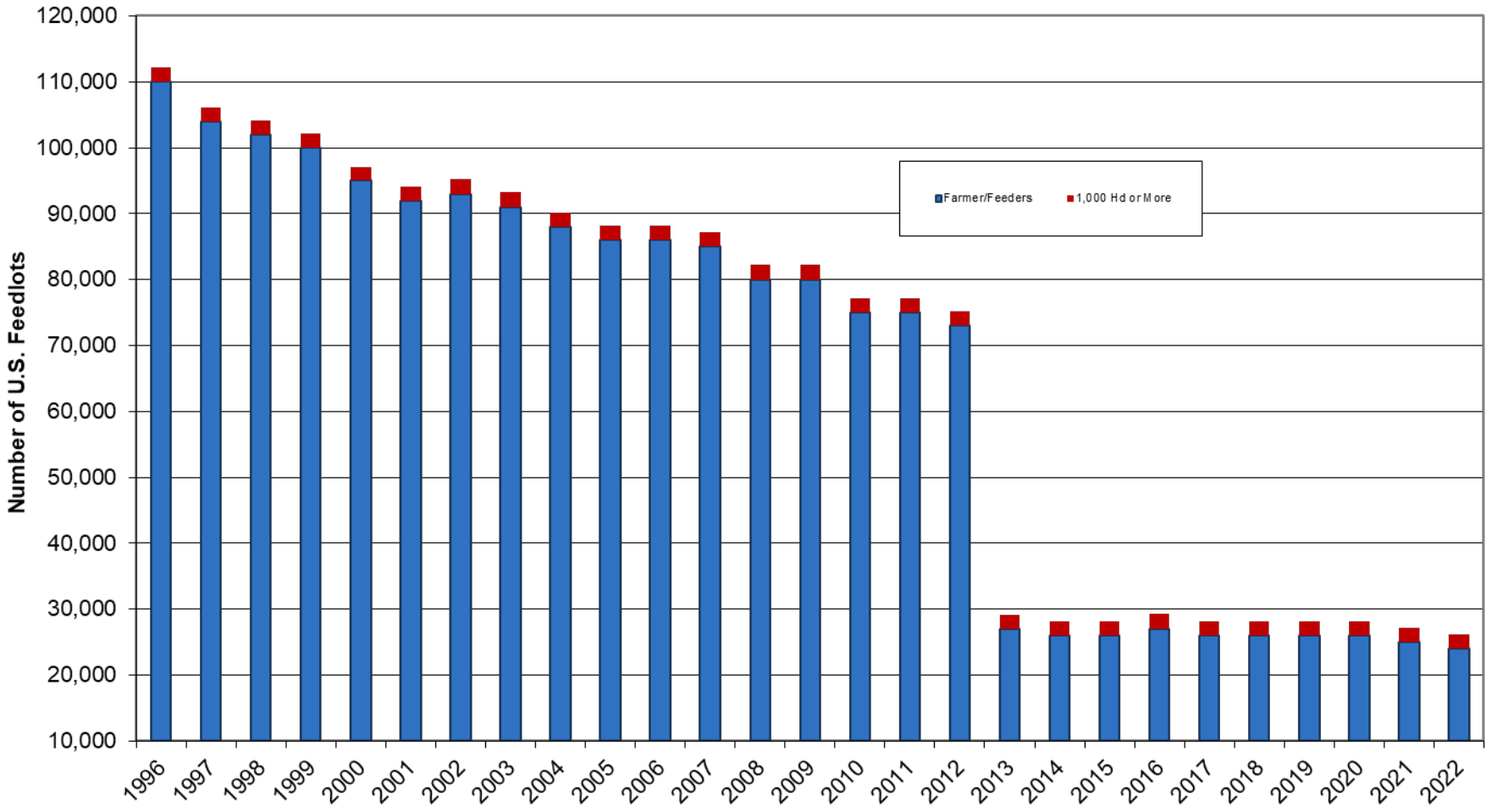


The U.S. Beef Cow Herd Is Shrinking Fast Hitting a 70-year Low in 2014 and Lower in 2023





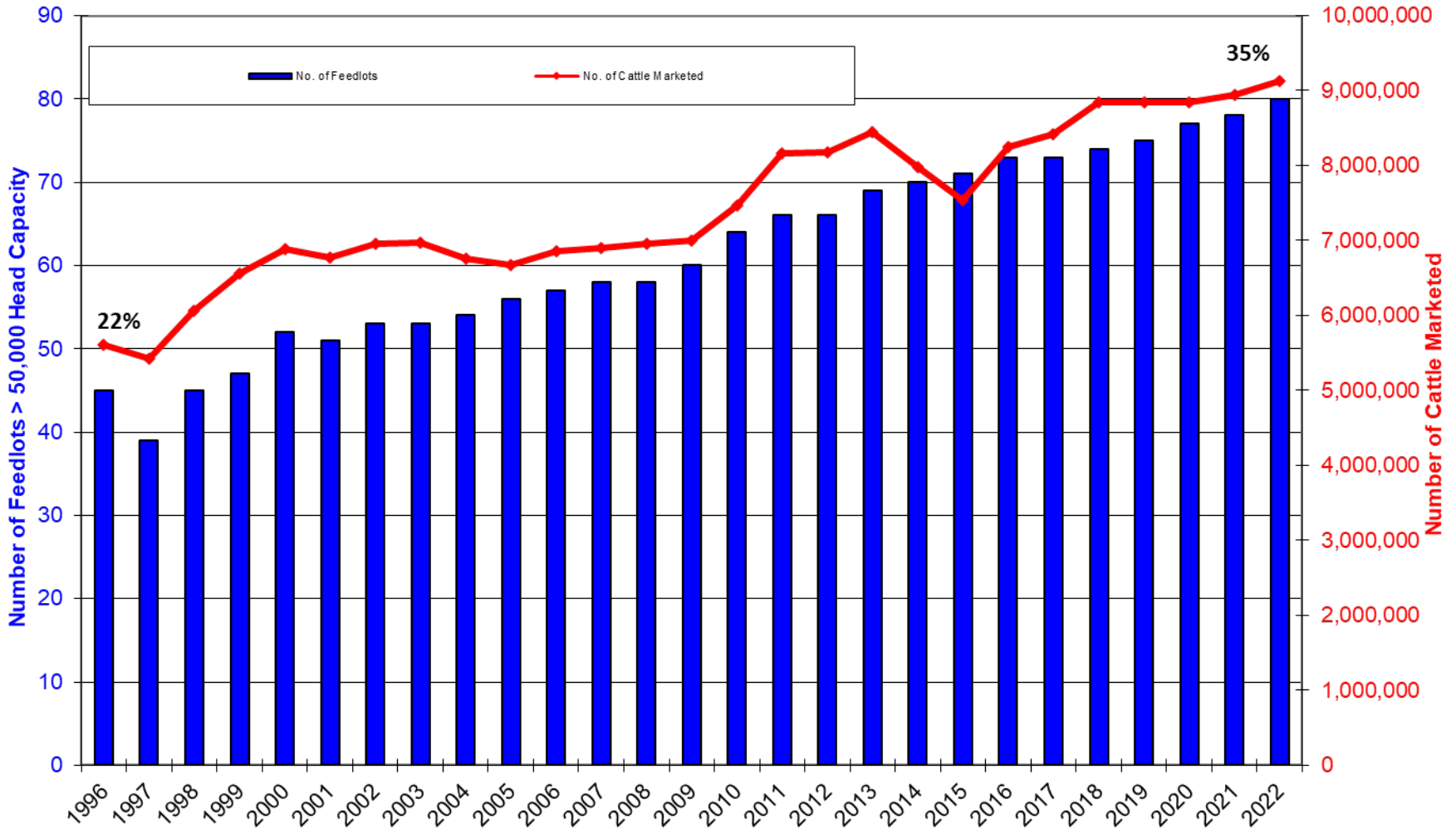
Decline in Numbers of U.S. Feedlots 1996-2022 (loss of 86,016 feedlots (77%) during past 26 years)



Source: USDA-NASS, Various Cattle on Feed Reports

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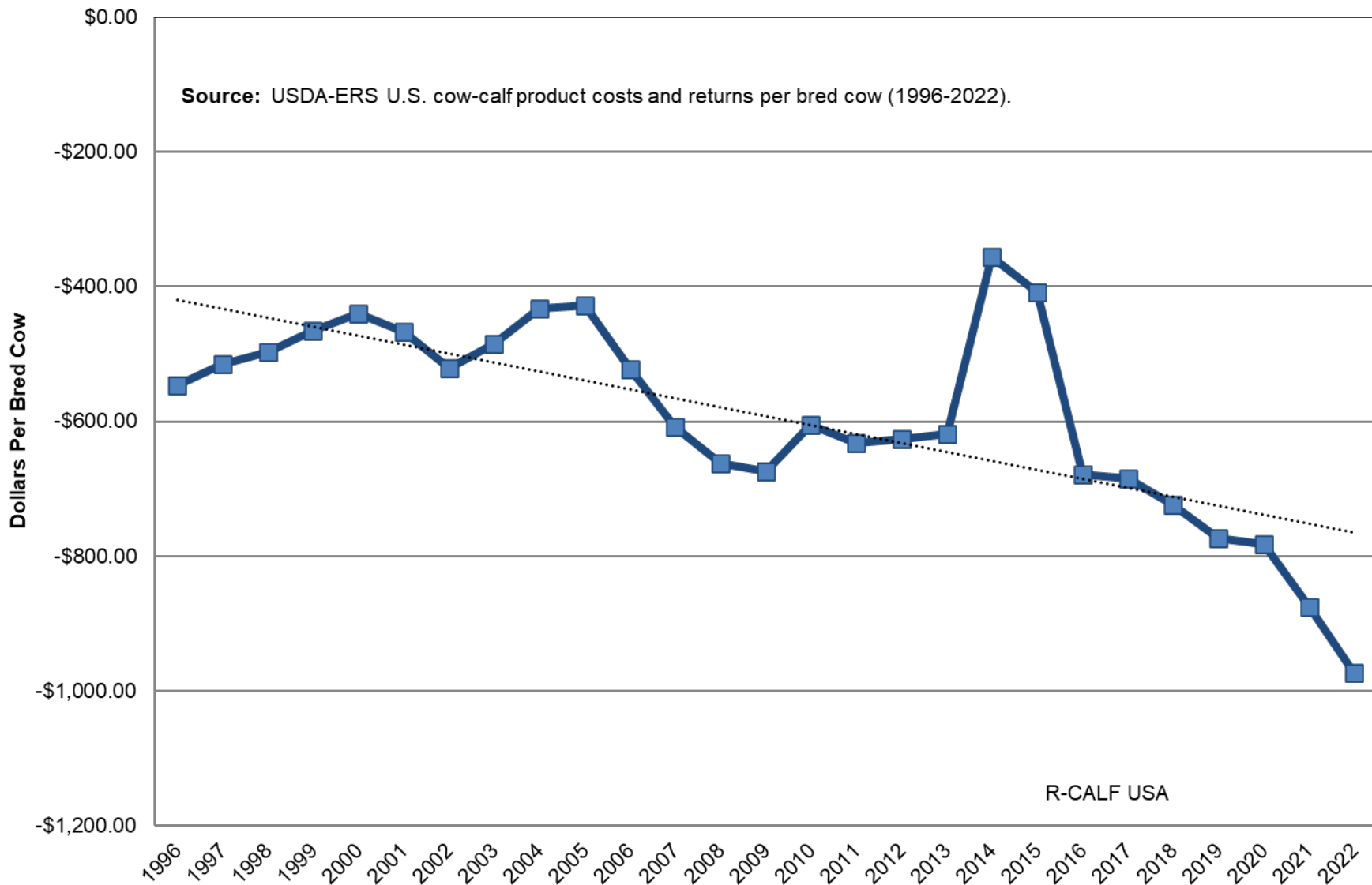
Feedlots with Capacities of 50,000 Head or More and Number of Head Marketed 1996-2021



Source: USDA-NASS Various Cattle on Feed Reports

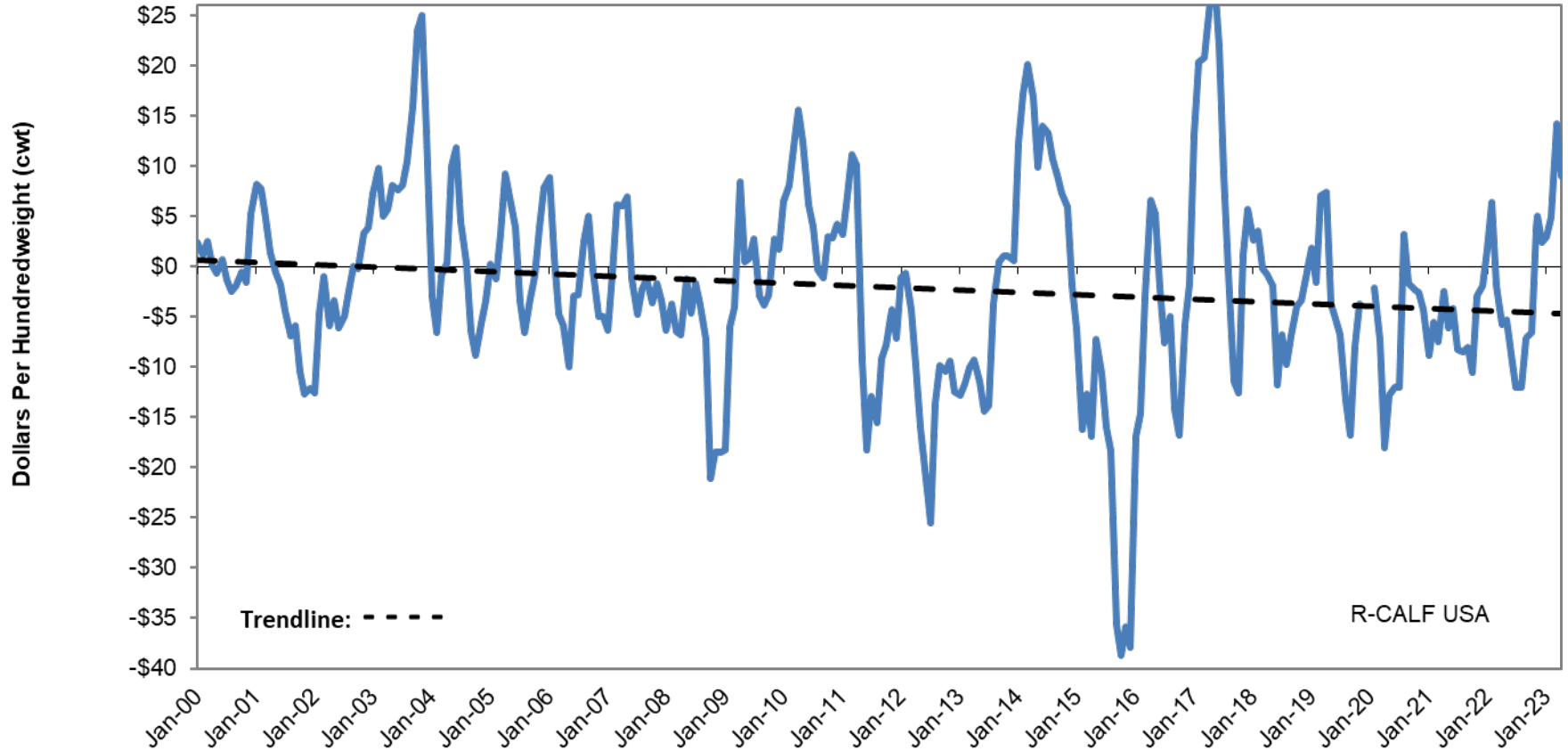
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Cow/Calf Returns Per Bred Cow Based on Total Costs



Monthly Returns to U.S. Cattle Feeders (Jan. 2000 - May 2023)

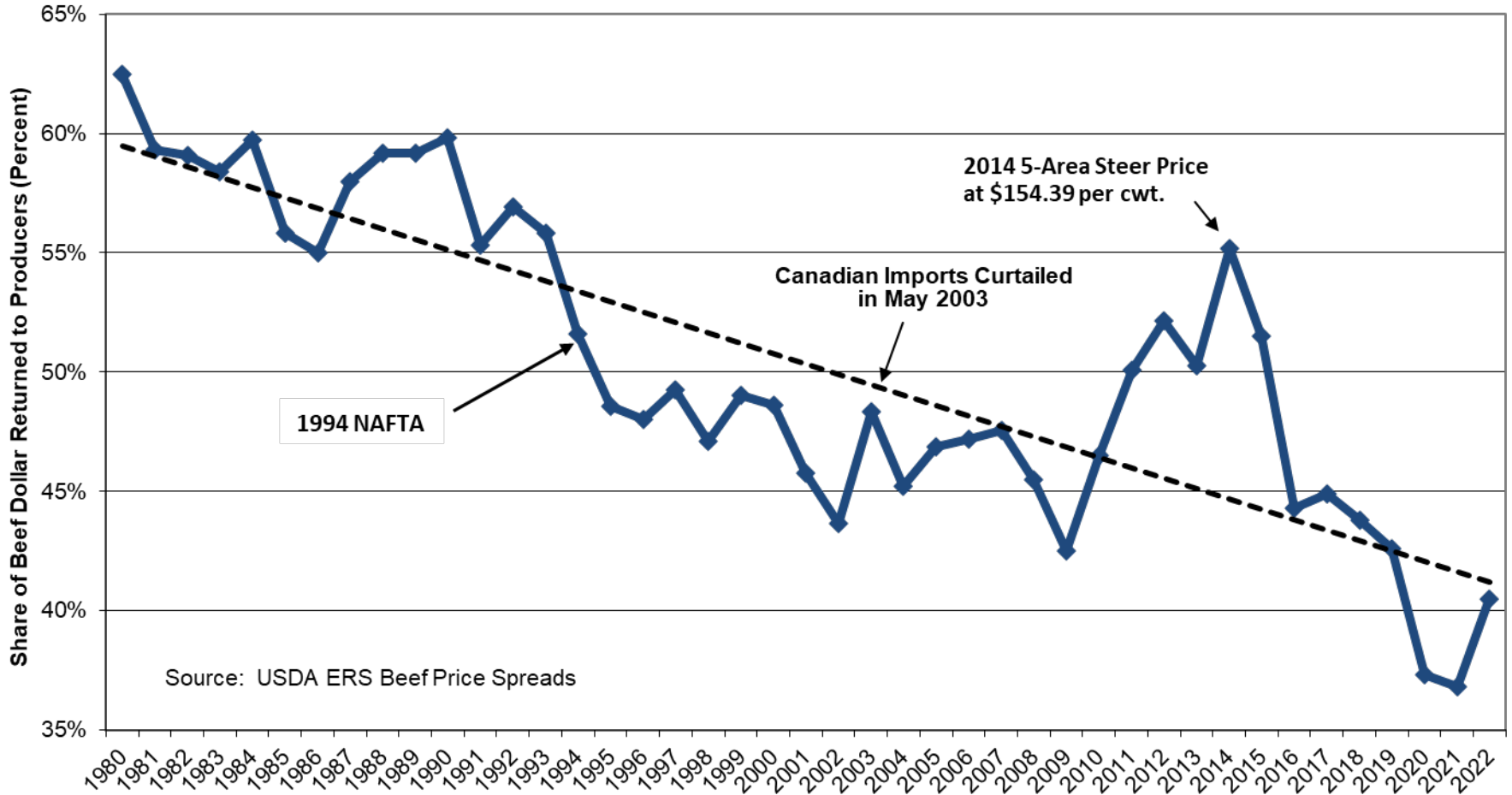
Prolonged and Persistent Losses to Cattle Feeders (Avg. loss of \$26.13 per head per month)



Source: USDA-ERS High Plains Cattle Feeding Simulator

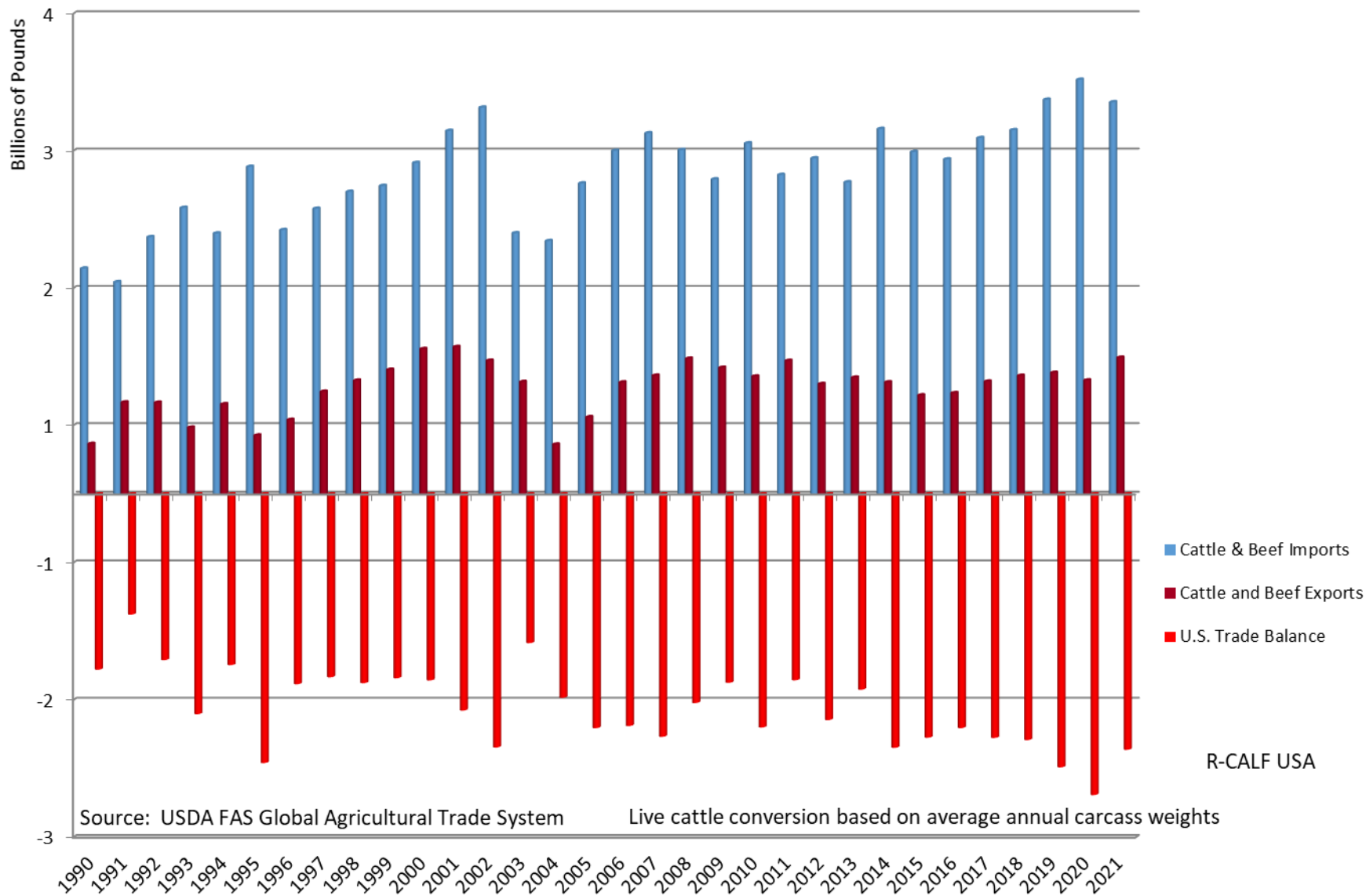
Producers' Share of Consumer Beef Dollar

with trendline
Prepared by R-CALF USA



Source: USDA ERS Beef Price Spreads

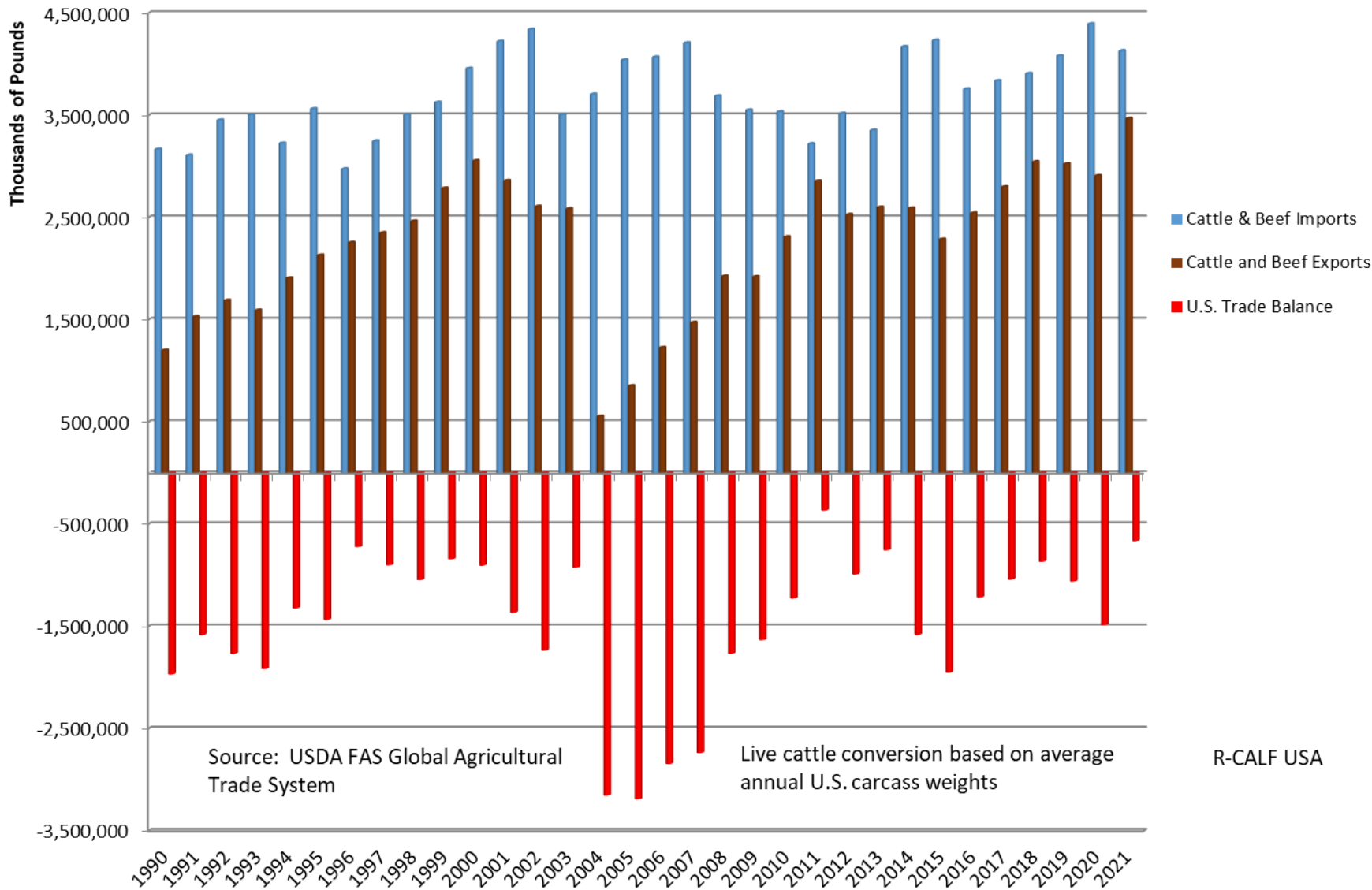
Volume-Based U.S. Trade Balance with NAFTA/USMCA Countries In Cattle, Beef, Beef Variety Meat and Processed Beef



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Source: USDA FAS Global Agricultural Trade System Live cattle conversion based on average annual carcass weights

Volume-Based U.S. Trade Balance with Rest of World In Cattle, Beef, Beef Variety Meat and Processed Beef



Source: USDA FAS Global Agricultural Trade System

Live cattle conversion based on average annual U.S. carcass weights

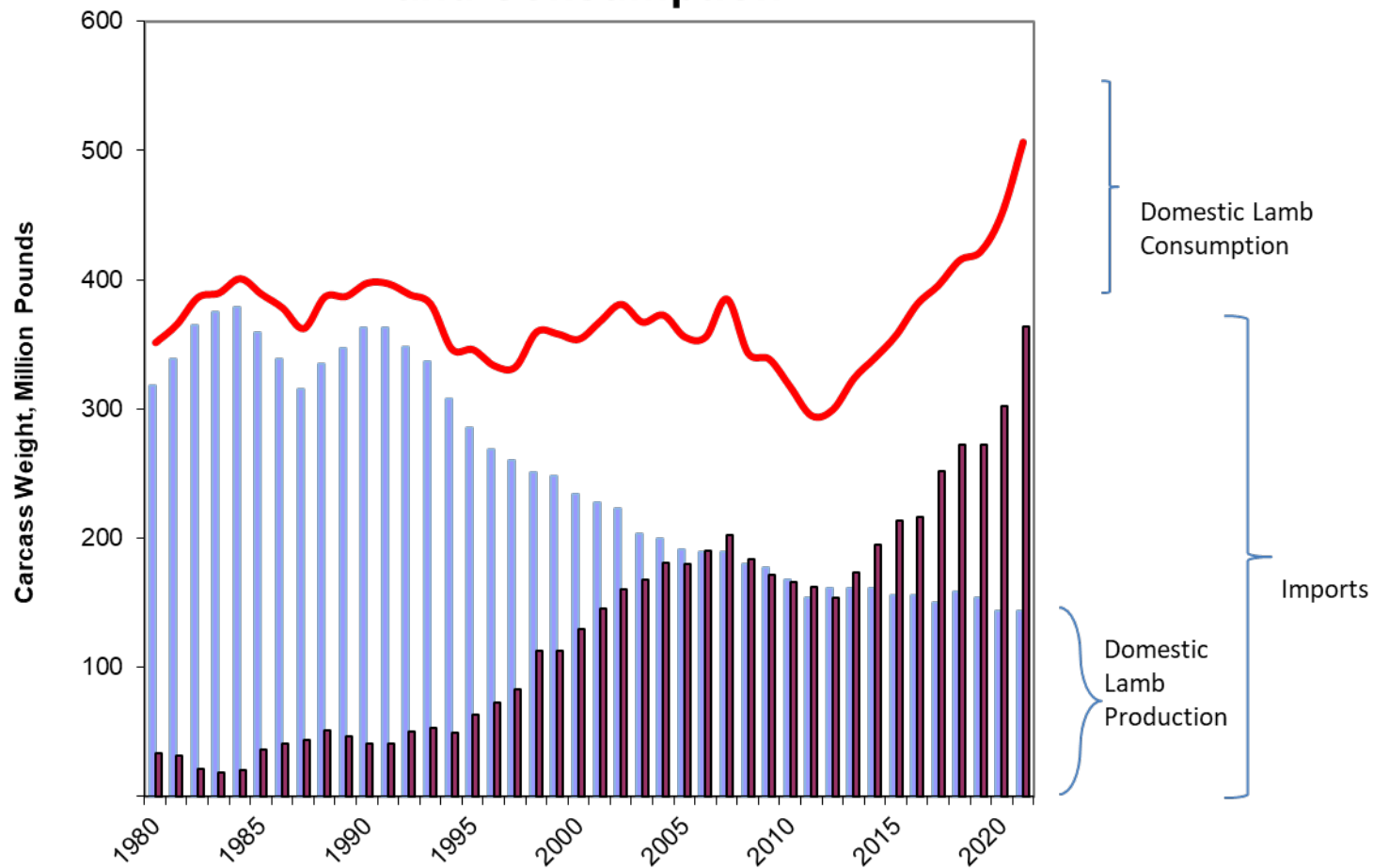
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Decades of Denial, Inattention, and Neglect Have Rendered the Domestic Markets for Beef and Cattle Fundamentally, Structurally, and Systemically Broken.

The Cattle Industry Is In Crisis!



U.S. Sheep Industry Production, Imports, and Consumption



Source: USDA-ERS

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