



# 2007 CENSUS OF AGRICULTURE

## Cattle Production

***More than 50 percent of the total value of U.S. sales of cattle and calves comes from the top 5 states:***

1. Texas
2. Kansas
3. Nebraska
4. Iowa
5. Colorado

U.S. Department of Agriculture

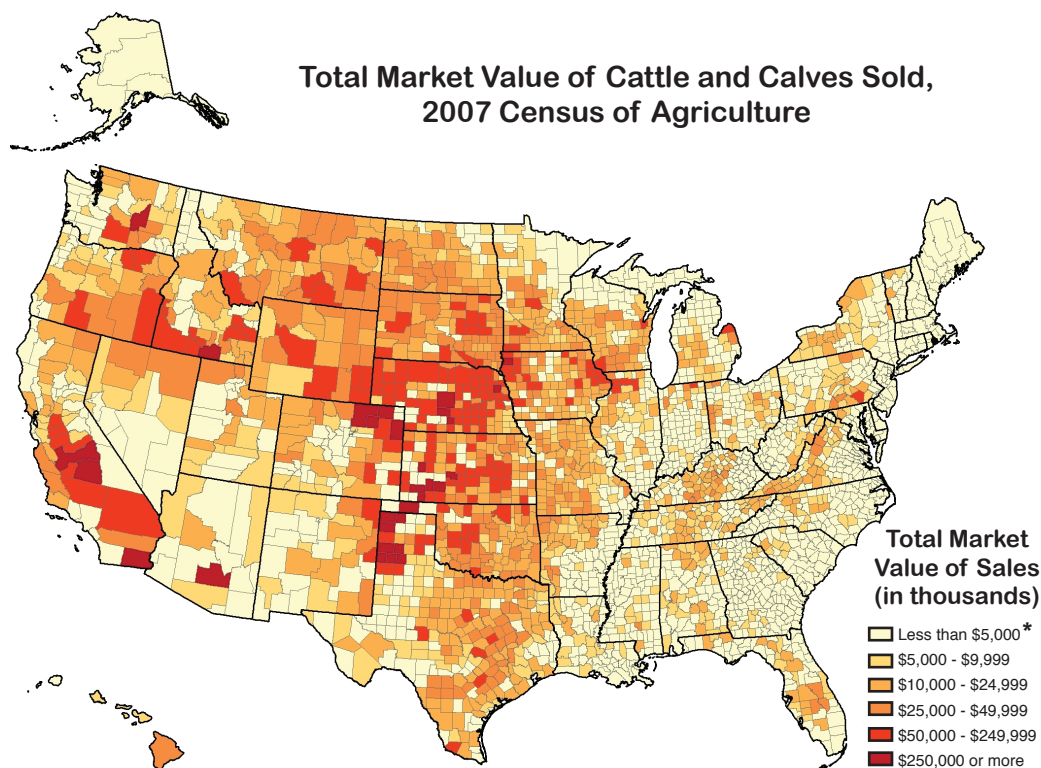
National Agricultural Statistics Service



### Cattle Sales

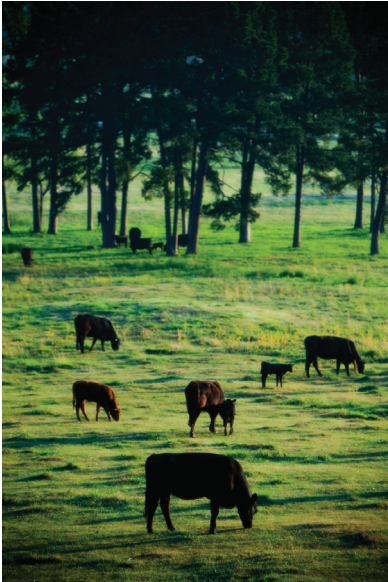
The 2007 Census of Agriculture shows that cattle sales are on the rise in the United States. During 2007, U.S. sales of cattle and calves totaled \$61.2 billion, an increase of \$16.1 billion, or 36 percent, from 2002. Total sales of cattle and calves accounted for 21 percent of all agricultural products sold in the United States during 2007. The largest increases in sales were seen in Kansas (+\$2.83 billion), Texas (+\$2.42 billion), and Nebraska (+\$1.96 billion).

Deaf Smith County in Texas was the largest single county in terms of cattle and calf sales during 2007 with \$965 million, or 1.6 percent of the total U.S. value.



\* Counties suppressed due to confidentiality appear in the "Less than \$5,000" group.

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***In 2007, there were 656,475 operations specializing in beef cattle ranching and farming, and an additional 31,065 cattle feedlots, for a total of 687,540.***

## Beef Production Expenses

Operations classified as primarily beef cattle farms and ranches\* spent \$54.8 billion to produce beef cattle during 2007, an increase of \$12.6 billion, or 30 percent, from 2002. The five largest expense items for cattle producers were purchases of livestock, feed, supplies/repairs, labor, and interest expenses. The steepest increases in cost were for feed, up 45 percent, and livestock, up 31 percent. Total production expenses per cattle farm increased over \$21,000 from 2002 to 2007.

	2007	2002	% Change
<b>Total Farms</b>	687,540	725,707	-5
<b>Total Production Expenses</b>	\$54.8 billion	\$42.2 billion	+30
Average per Farm	\$79,752	\$58,125	+37
Livestock (Purchased or Leased)	\$24.5 billion	\$18.8 billion	+31
Feed Purchased	\$11.5 billion	\$7.90 billion	+45
Supplies, Repairs and Maintenance	\$2.69 billion	\$2.48 billion	+8
Labor (Hired and Contract)	\$2.34 billion	\$1.95 billion	+20
Interest Expense	\$2.33 billion	\$2.02 billion	+15

*\* The North American Industry Classification System (NAICS) categorizes farms by the commodities which constitute a majority of the sales of the operation. Production expenses and producer characteristics are from operations classified primarily as cattle ranching and farming. These operations accounted for 67 percent of the total cattle inventory on Dec. 31, 2007.*

# Cattle Production

## Beef Producer Characteristics

The 2007 Census of Agriculture shows significant changes in the characteristics of U.S. cattle producers. The number of female producers increased 18 percent from 2002. Women now account for 10.4 percent of all cattle producers. Additionally, the average age of cattle producers increased by 2 years from 56 to 58. Cattle operators under the age of 45 declined by 4 percent from 2002, while those 65 years and older increased 2.5 percent.

Cattle producers were much more likely to derive income from non-farm sources in 2007 than in 2002. Less than half of them now list their primary occupation as farming. As a result, 77 percent of all cattle producers derive less than 25 percent of their income from farming while less than 3 percent obtain all of their income from farming.

	2007	2002
<b>Sex of Operator</b>		
Male	89.6%	91.6%
Female	10.4%	8.4%
<b>Age of Operator</b>		
Under 45 Years	17.3%	21.3%
45 to 64 Years	50.3%	48.8%
65 Years and Older	32.4%	29.9%
Average Age	58 years	56 years
<b>Primary Occupation</b>		
Farming	44.7%	56.0%
Other	55.3%	44.0%
<b>Percent of Income from Farming</b>		
Less than 25%	77.3%	69.7%
25% to 49%	8.4%	10.9%
50% to 74%	7.2%	9.1%
75% to 99%	4.4%	5.0%
100%	2.7%	5.3%



***Farms specializing in beef cattle are the most common type of all operations in the United States, accounting for 31.2 percent of all farms.***

# 2007 CENSUS OF AGRICULTURE

## Concentration in Cattle Production

Results of the 2007 Census show that concentration in cattle production increased in the last five years. In 2002, 45,000 farms produced 75 percent of the total value of U.S. sales of cattle and calves. In 2007, the number of farms that produced that same share of production declined to less than 35,000.

Another way of looking at concentration is by the type of organization. Although family farms make up almost 89 percent of all cattle operations, they account for only 62 percent of the inventory and 44 percent of the sales. In contrast, corporations make up only 4 percent of all cattle operations, but account for over 19 percent of the inventory and 35 percent of sales.

### For more information:

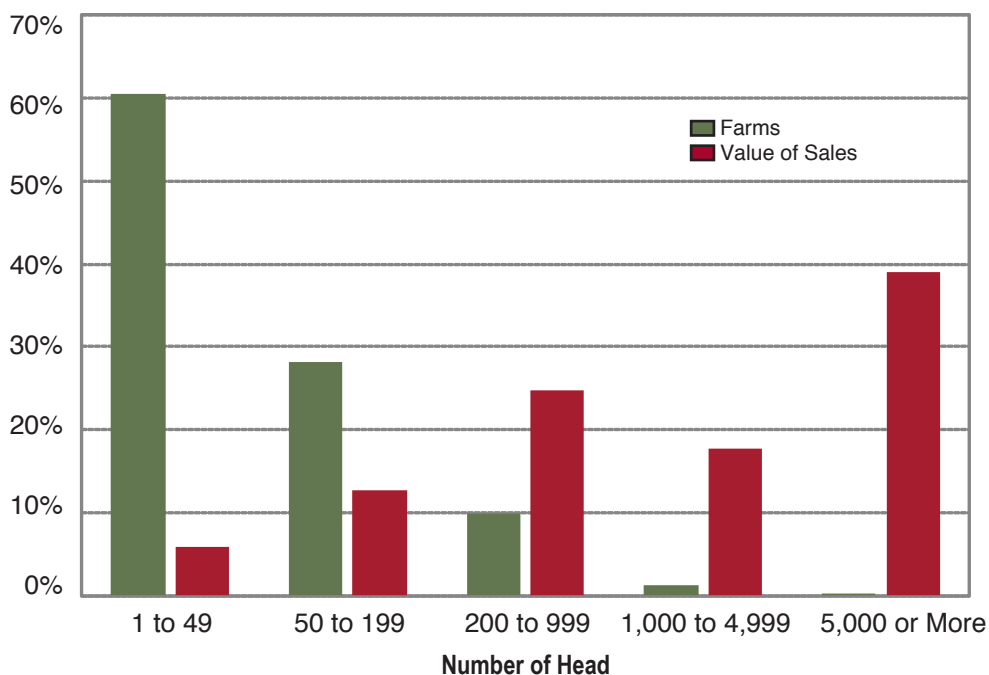
[www.nass.usda.gov](http://www.nass.usda.gov)

[www.agcensus.usda.gov](http://www.agcensus.usda.gov)

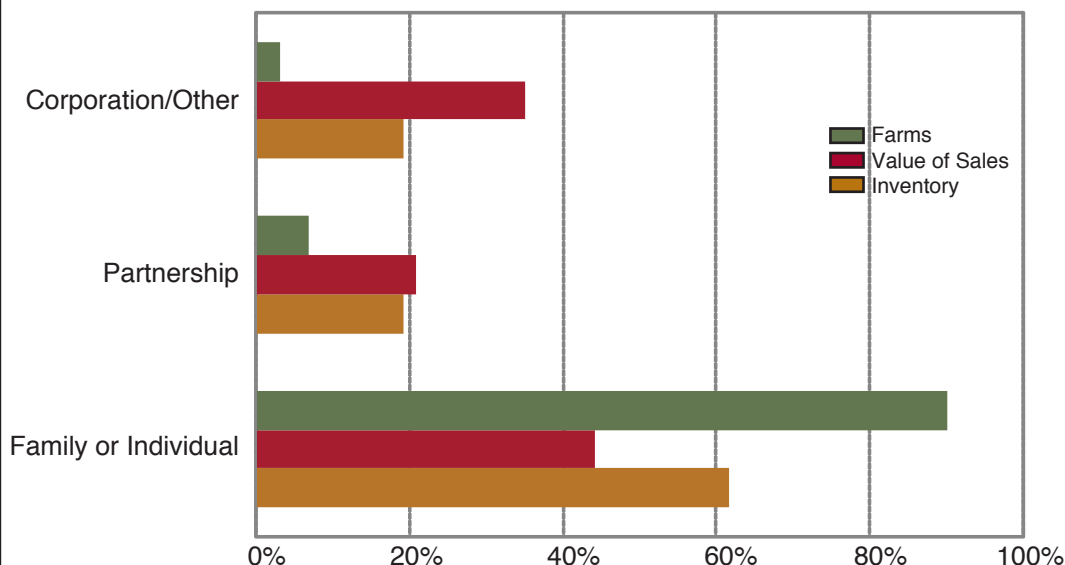
Agricultural Statistics Hotline

(800) 727-9540

Percent of Cattle Farms and Value of Sales by Size of Operation



Cattle Farms, Inventory and Value of Sales by Type of Operation



## Cattle Production

[www.agcensus.usda.gov](http://www.agcensus.usda.gov)