April 29, 2025

You are receiving this document because of your participation in the *CattleFax 2024 Cow-Calf Survey*, sponsored by Sweetlix® Brand Supplements. We appreciate you taking the time to fill out the survey as this effort would not be possible without your participation. The following report includes a detailed compilation of the data. Results came from 41 states representing over 350,000 cows. The average herd size increased to 385 cows, primarily due to a decrease in participants with 50 or fewer head. We look forward to continuing this project in the future. Your participation is an integral part of that, for which we are grateful.

Every operation faces a unique situation in its advantages, challenges, and structure. Some of the trends within the data will not apply to every enterprise. However, the survey data does present a chance to evaluate and benchmark various parts of operations. Do what works for your business but continually self-evaluate for optimum efficiency and productivity.

Cash cow costs increased $30/head to $753 for a new record in the CattleFax database. However, higher calf prices helped to offset the elevated costs. Participants reported an average revenue of $1,615/calf, up $194 from 2023. Adjusting for weaning percentages, average cow-calf profit margins increased by $158/head compared to 2023. Steer weaning weights were 2 pounds lower at 556 pounds and heifers were down 3 pounds to 521 pounds. The weaned calf crop percent was steady in 2024 with an average of 87.1 percent.

Please take the time to review these results and contact us if you have any questions. You are also invited to join us for a free webinar on May 21st at 5:30 p.m. MT for a review of the survey as well as a market outlook. Find more information and sign up by clicking here.

Finally, if you are a member of CattleFax, watch for articles in the monthly *Trends* publication for further insights from the *Cow-Calf Survey* data. If you are not a member, please check us out at CattleFax.com or give us a call. We would love the opportunity to serve you and help navigate the volatility of today's rapidly changing market environment.

Thank you again for your time and effort in completing this survey.

Best Regards,

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Regional and U.S. Data

	Southern Plains	Northern Plains	Southeast
Size of cow herd			
Average Cowherd Size	353	544	304
Calving date			
Janurary - March	63%	61%	35%
April - June	7%	36%	7%
July - September	18%	2%	28%
October - December	11%	1%	30%
Calving interval (75% calved)			
0 - 45 days	42%	69%	29%
46 - 60 days	33%	27%	39%
61 - 90 days	17%	4%	22%
90+ days	8%	1%	10%
Average number of days	56	47	60
Weaning date			
Janurary - March	5%	4%	7%
April - June	22%	0%	34%
July - September	32%	10%	36%
October - December	41%	86%	23%
Weaning weights (lbs)	**Steer : Heifer**	**Steer : Heifer**	**Steer : Heifer**
2024 Avg.	556 : 523	569 : 531	537 : 503
2023 Avg.	559 : 526	567 : 534	544 : 511
Pounds weaned per exposed female	468	492	437
Calf crop %			
2024 Avg.	87.4%	89.4%	84.4%
2023 Avg.	87.3%	88.9%	86.4%
Did you wean your calves?			
No, shipped straight off the cow	19%	34%	36%
Weaned 30 days or less	7%	3%	10%
Weaned 31 to 45 days	11%	11%	12%
Weaned 46 to 60 days	19%	12%	17%
Weaned more than 60 days	44%	40%	25%
Vaccination protocol (check all that apply)			
At branding (or 1-4 months of age)	77%	96%	57%
Prior to weaning	25%	53%	25%
At weaning	60%	56%	40%
After weaning	28%	38%	22%
None of the above	2%	1%	10%
Marketing avenue (may select multiple)			
Auction Barn	63%	51%	65%
Video/internet	10%	27%	23%
Direct trade (spot market/two week delivery)	15%	20%	18%
Forward/basis contract	7%	10%	8%
Does not apply/retain ownership	32%	42%	19%
Did you retain ownership? (may select multiple)			
No, sold my calves off the cow	44%	37%	63%
Yes, through a backgrounding operation	29%	48%	24%
Yes, through a winter grazing operation	24%	7%	11%
Yes, through a summer grazing operation	16%	18%	7%
Yes, through a feedlot	22%	24%	12%

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	Southern Plains	Northern Plains	Southeast
Value-added program participation (may select multiple)			
Source and age verified	17%	22%	16%
Non-hormone treated cattle	11%	22%	6%
Verified natural	8%	9%	3%
Process verified (GAP, BeefCare, etc.)	9%	10%	9%
Genetic merit programs	11%	9%	4%
None of the above	75%	63%	77%
Calf revenue			
2024 - Avg. calf revenue per head	$ 1,630	$ 1,742	$ 1,481
2024 - Avg. price received per cwt.	$ 302	$ 317	$ 286
2023 - Avg. calf revenue per head	$ 1,413	$ 1,531	$ 1,325
2023 - Avg. price received per cwt.	$ 262	$ 279	$ 254
Cash cow costs			
2024 - Average cash cow cost	$ 732	$ 827	$ 691
2024 - Adjusted profit, using calf crop %	$ 785	$ 802	$ 656
2023 - Average cash cow cost	$ 702	$ 826	$ 647
2023 - Adjusted profit, using calf crop %	$ 599	$ 604	$ 573
Breakdown of cash cow costs			
Pasture	30%	29%	25%
Feed and hay	32%	33%	36%
Hired labor	11%	11%	10%
Vet and breeding	7%	7%	7%
Overheads (Facilities, repairs, fuel, etc.)	13%	12%	12%
Supplies and miscellaneous	7%	7%	10%
Estimated or non-cash expenses			
Unpaid labor and management ($/female/year)	$ 142	$ 130	$ 162
Depreciation ($/female/year)	$ 126	$ 120	$ 143
Bull purchase price			
2024 - Average bull purchase price	$ 5,195	$ 6,106	$ 4,762
2023 - Average bull purchase price	$ 4,601	$ 5,321	$ 4,274
Cow weights (lbs)			
Mature cow weight	1,273	1,315	1,236
Cull cow weight	1,247	1,337	1,208
Heifer replacement rate			
Average percentage	14.8%	17.0%	13.4%
Herd expansion methods (if applicable)	**Percent**	**Percent**	**Percent**
Retaining heifers	63%	62%	57%
Buying bred heifers	14%	17%	20%
Buying open heifers	14%	10%	13%
Buying bred cows	18%	17%	17%
Buying pairs	11%	6%	12%
Culling fewer cows	9%	7%	4%
Beef Quality Assurance certified	**Percent**	**Percent**	**Percent**
Yes, certified through in-person training	35%	41%	46%
Yes, certified through on-line training	24%	20%	19%
I have been in the past but am not current	8%	11%	6%
I do not know	1%	3%	4%
No	32%	24%	25%

Southern Plains: KS, MO, NM, OK, TX
Northern Plains: CO, NE, ND, MT, SD, WY
Southeast: AL, AR, FL, GA, KY, LA, MS, NC, SC, TN, VA, WV

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Regional and U.S. Data

	West	Corn Belt	U.S.
Size of cow herd			
Average Cowherd Size	682	112	385
Calving date			
Janurary - March	68%	60%	55%
April - June	10%	29%	15%
July - September	14%	10%	17%
October - December	8%	2%	13%
Calving interval (75% calved)			
0 - 45 days	40%	57%	45%
46 - 60 days	40%	32%	34%
61 - 90 days	11%	8%	14%
90+ days	8%	3%	7%
Average number of days	55	50	54
Weaning date			
Janurary - March	4%	8%	6%
April - June	17%	5%	19%
July - September	23%	42%	30%
October - December	55%	46%	46%
Weaning weights (lbs)	**Steer : Heifer**	**Steer : Heifer**	**Steer : Heifer**
2024 Avg.	567 : 534	563 : 527	556 : 521
2023 Avg.	576 : 541	545 : 513	558 : 524
Pounds weaned per exposed female	488	474	468
Calf crop %			
2024 Avg.	87.7%	89.0%	87.1%
2023 Avg.	85.8%	87.8%	87.3%
Did you wean your calves?			
No, shipped straight off the cow	22%	5%	25%
Weaned 30 days or less	8%	8%	7%
Weaned 31 to 45 days	15%	17%	13%
Weaned 46 to 60 days	25%	20%	18%
Weaned more than 60 days	31%	50%	37%
Vaccination protocol (check all that apply)			
At branding (or 1-4 months of age)	94%	50%	73%
Prior to weaning	33%	31%	32%
At weaning	58%	48%	53%
After weaning	31%	49%	31%
None of the above	0%	5%	4%
Marketing avenue (may select multiple)			
Auction Barn	44%	36%	55%
Video/internet	28%	10%	18%
Direct trade (spot market/two week delivery)	20%	20%	18%
Forward/basis contract	18%	12%	10%
Does not apply/retain ownership	34%	59%	34%
Did you retain ownership? (may select multiple)			
No, sold my calves off the cow	46%	31%	46%
Yes, through a backgrounding operation	31%	28%	31%
Yes, through a winter grazing operation	9%	3%	13%
Yes, through a summer grazing operation	12%	10%	13%
Yes, through a feedlot	25%	51%	23%

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	West	Corn Belt	U.S.
Value-added program participation (may select multiple)			
Source and age verified	37%	9%	19%
Non-hormone treated cattle	35%	14%	15%
Verified natural	32%	2%	9%
Process verified (GAP, BeefCare, etc.)	26%	8%	11%
Genetic merit programs	16%	10%	9%
None of the above	45%	71%	69%
Calf revenue			
2024 - Avg. calf revenue per head	$ 1,637	$ 1,687	$ 1,615
2024 - Avg. price received per cwt.	$ 296	$ 313	$ 300
2023 - Avg. calf revenue per head	$ 1,450	$ 1,452	$ 1,421
2023 - Avg. price received per cwt.	$ 258	$ 277	$ 264
Cash cow costs			
2024 - Average cash cow cost	$ 781	$ 795	$ 753
2024 - Adjusted profit, using calf crop %	$ 750	$ 788	$ 747
2023 - Average cash cow cost	$ 741	$ 754	$ 723
2023 - Adjusted profit, using calf crop %	$ 577	$ 587	$ 589
Breakdown of cash cow costs			
Pasture	27%	19%	27%
Feed and hay	29%	45%	35%
Hired labor	15%	10%	11%
Vet and breeding	7%	8%	7%
Overheads (Facilities, repairs, fuel, etc.)	13%	11%	12%
Supplies and miscellaneous	8%	7%	8%
Estimated or non-cash expenses			
Unpaid labor and management ($/female/year)	$ 142	$ 148	$ 146
Depreciation ($/female/year)	$ 136	$ 141	$ 133
Bull purchase price			
2024 - Average bull purchase price	$ 5,817	$ 5,433	$ 5,349
2023 - Average bull purchase price	$ 5,223	$ 4,463	$ 4,706
Cow weights (lbs)			
Mature cow weight	1,266	1,426	1,289
Cull cow weight	1,265	1,444	1,281
Heifer replacement rate			
Average percentage	16.8%	18.0%	15.5%
Herd expansion methods (if applicable)	**Percent**	**Percent**	**Percent**
Retaining heifers	70%	70%	63%
Buying bred heifers	11%	17%	16%
Buying open heifers	8%	8%	11%
Buying bred cows	15%	13%	17%
Buying pairs	7%	8%	9%
Culling fewer cows	14%	14%	8%
Beef Quality Assurance certified	**Percent**	**Percent**	**Percent**
Yes, certified through in-person training	34%	43%	40%
Yes, certified through on-line training	28%	40%	24%
I have been in the past but am not current	11%	7%	8%
I do not know	1%	1%	2%
No	26%	10%	25%

West: AK, AZ, CA, HI, ID, NV, OR, UT, WA
Corn Belt: IL, IN, IA, MI, MN, OH, PA, WI

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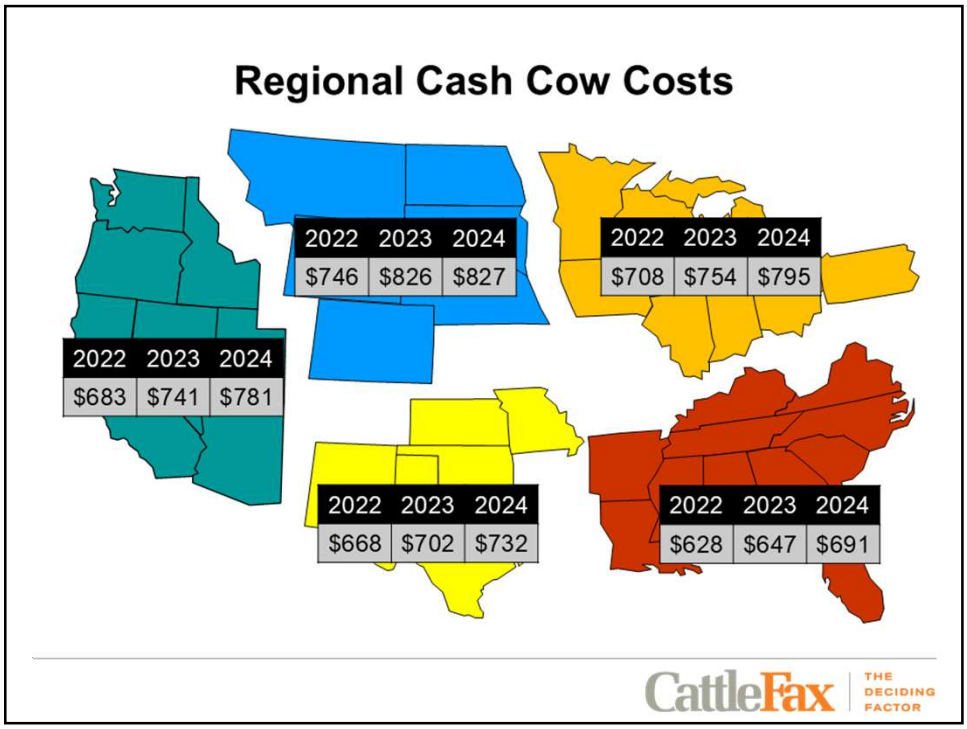
Data by Cow Herd Size

	1-199 cows	200-499	500-999	1,000+
Size group breakdown				
Percentage of responses	61%	21%	10%	8%
Regional breakdown of size group				
North Plains	10%	25%	31%	31%
South Plains	33%	34%	30%	23%
Southeast	33%	20%	12%	23%
West	8%	14%	25%	23%
Corn Belt	16%	7%	2%	1%
Calving interval (75% calved)				
0 - 45 days	43%	49%	48%	43%
46 - 60 days	33%	36%	35%	36%
61 - 90 days	16%	11%	12%	16%
90+ days	9%	4%	5%	5%
Average number of days	56	52	53	54
Weaning weights (lbs)				
Steer	553	570	563	537
Heifer	517	535	524	511
Pounds weaned per exposed female	465	479	475	444
Calf crop %				
2024 - Weighted average calf crop %	87.5%	86.5%	87.2%	84.9%
2023 - Weighted average calf crop %	87.6%	87.3%	86.8%	85.9%
Did you wean your calves?				
No, shipped straight off the cow	25%	25%	16%	32%
Weaned 30 days or less	9%	5%	2%	4%
Weaned 31 to 45 days	17%	8%	4%	4%
Weaned 46 to 60 days	18%	16%	22%	17%
Weaned more than 60 days	31%	46%	55%	43%
Vaccination Protocol (Check all that apply)				
At branding (or 1-4 months of age)	61%	90%	97%	95%
Prior to weaning	27%	41%	41%	35%
At weaning	48%	59%	66%	51%
After weaning	26%	40%	44%	34%
None of the above	6%	0%	0%	0%
Marketing avenue (may select multiple)				
Auction Barn	64%	48%	40%	31%
Video/internet	12%	22%	29%	40%
Direct trade (spot market/two week delivery)	16%	19%	25%	21%
Forward/basis contract	7%	12%	17%	21%
Does not apply/retain ownership	28%	42%	42%	44%
Value-added program participation (may select multiple)				
Source and age verified	11%	30%	33%	34%
Non-hormone treated cattle	9%	20%	31%	27%
Verified natural	4%	16%	23%	19%
Process verified (GAP, BeefCare, etc.)	6%	14%	22%	26%
Genetic merit programs	6%	16%	11%	16%
None of the above	77%	60%	56%	50%

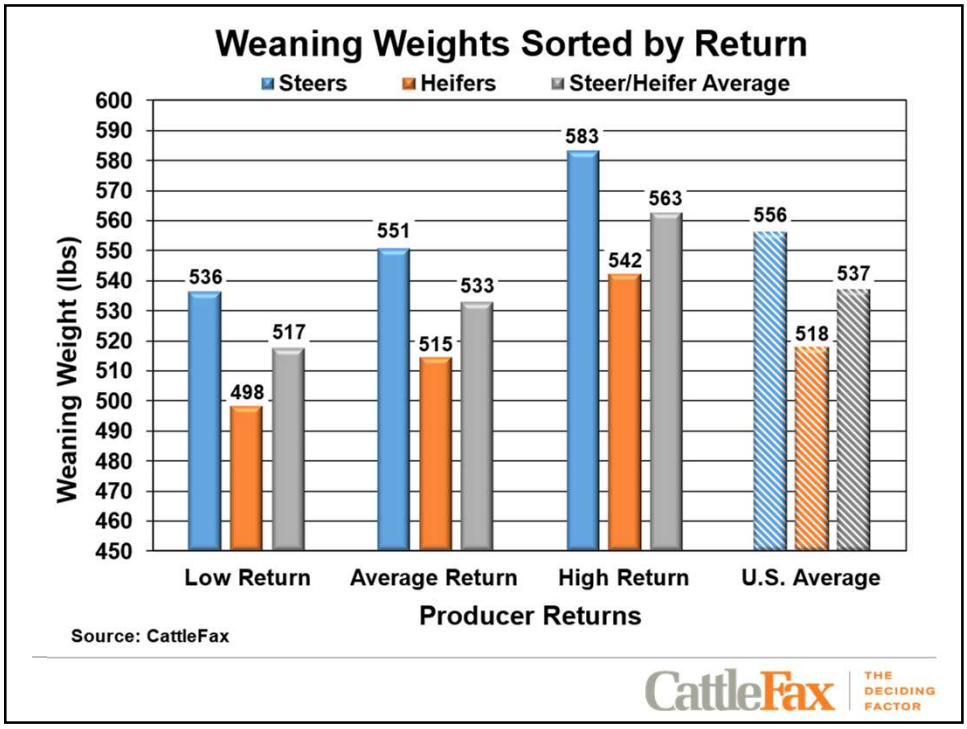
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	0-199 cows	200-499	500-999	1,000+
Calf revenue				
2024 - Avg. calf revenue per head	$ 1,580	$ 1,674	$ 1,687	$ 1,646
2024 - Avg. price received per cwt.	$ 297	$ 301	$ 310	$ 315
2023 - Avg. calf revenue per head	$ 1,376	$ 1,500	$ 1,498	$ 1,512
2023 - Avg. price received per cwt.	$ 259	$ 269	$ 274	$ 290
Cash cow costs				
2024 - Average cash cow cost	$ 728	$ 774	$ 812	$ 806
2024 - Adjusted profit, using calf crop %	$ 739	$ 786	$ 756	$ 699
2023 - Average cash cow cost	$ 699	$ 760	$ 752	$ 793
2023 - Adjusted profit, using calf crop %	$ 569	$ 628	$ 633	$ 602
Breakdown of cash cow costs				
Pasture	26%	27%	28%	27%
Feed and hay	38%	32%	26%	24%
Hired labor	8%	13%	18%	20%
Vet and breeding	7%	8%	8%	8%
Overheads (Facilities, repairs, fuel, etc.)	12%	13%	13%	13%
Supplies and miscellaneous	9%	7%	7%	7%
Estimated or non-cash expenses				
Unpaid labor and management ($/female/year)	$ 164	$ 131	$ 110	$ 109
Depreciation ($/female/year)	$ 144	$ 109	$ 127	$ 139
Bull purchase price				
2024 - Average bull purchase price	$ 4,776	$ 6,087	$ 6,264	$ 6,324
2023 - Average bull purchase price	$ 4,259	$ 5,318	$ 5,485	$ 5,639
Cow weights (lbs)				
Mature cow weight	1,301	1,284	1,269	1,234
Cull cow weight	1,293	1,270	1,267	1,235
Heifer replacement rate				
Average percentage	15.0%	15.7%	16.1%	16.9%
Herd expansion methods (if applicable)				
Retaining heifers	61%	70%	65%	64%
Buying bred heifers	18%	13%	10%	12%
Buying open heifers	11%	13%	11%	7%
Buying bred cows	17%	16%	17%	16%
Buying pairs	10%	8%	11%	7%
Culling fewer cows	7%	9%	12%	7%
Beef Quality Assurance certified				
Yes, certified through in-person training	40%	39%	39%	46%
Yes, certified through on-line training	21%	29%	30%	30%
I have been in the past but am not current	7%	8%	9%	12%
I do not know	2%	3%	2%	3%
No	30%	21%	20%	9%

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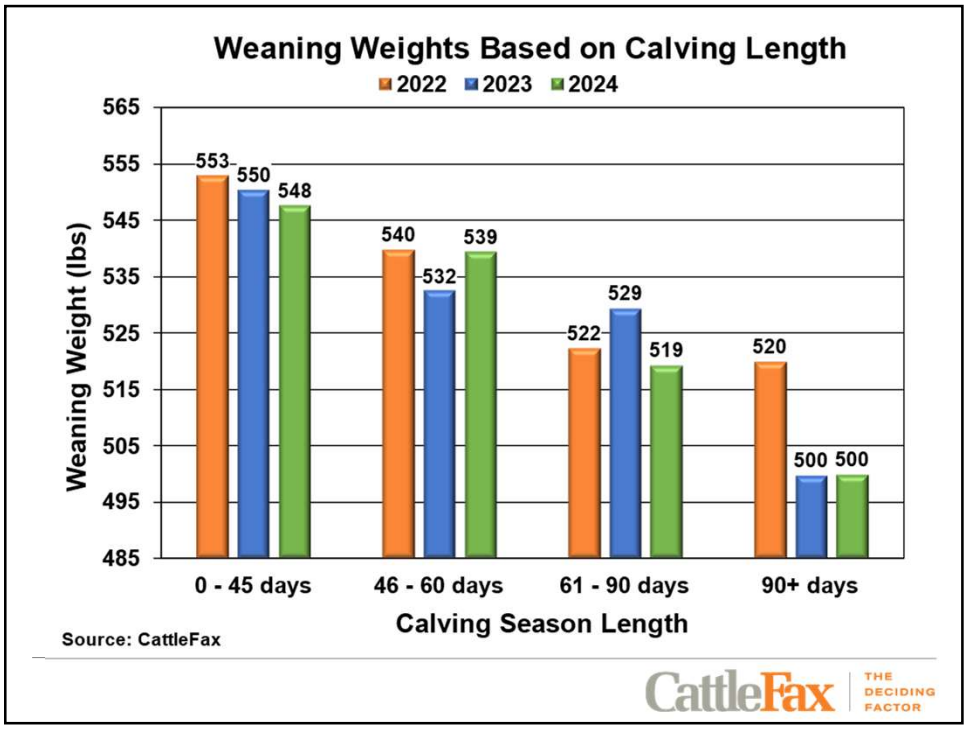


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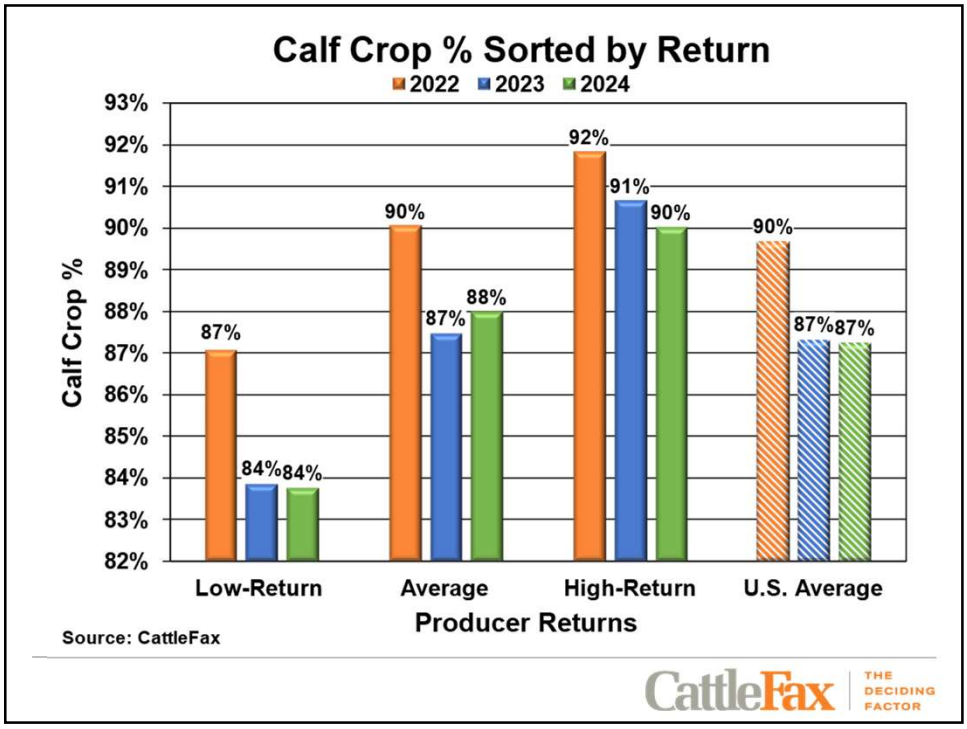


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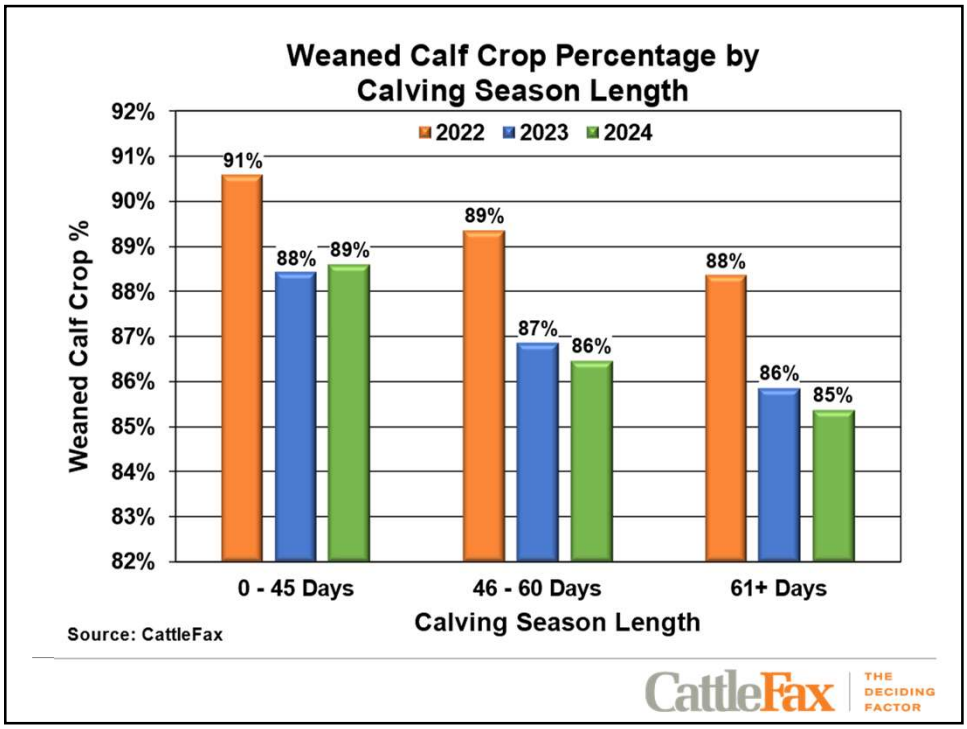


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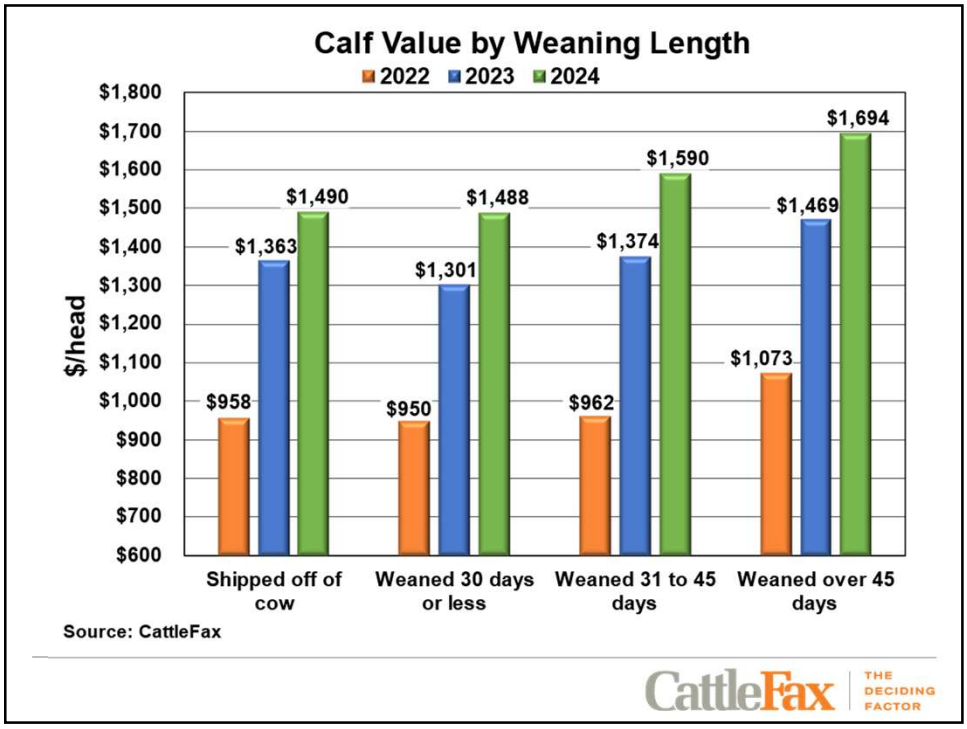


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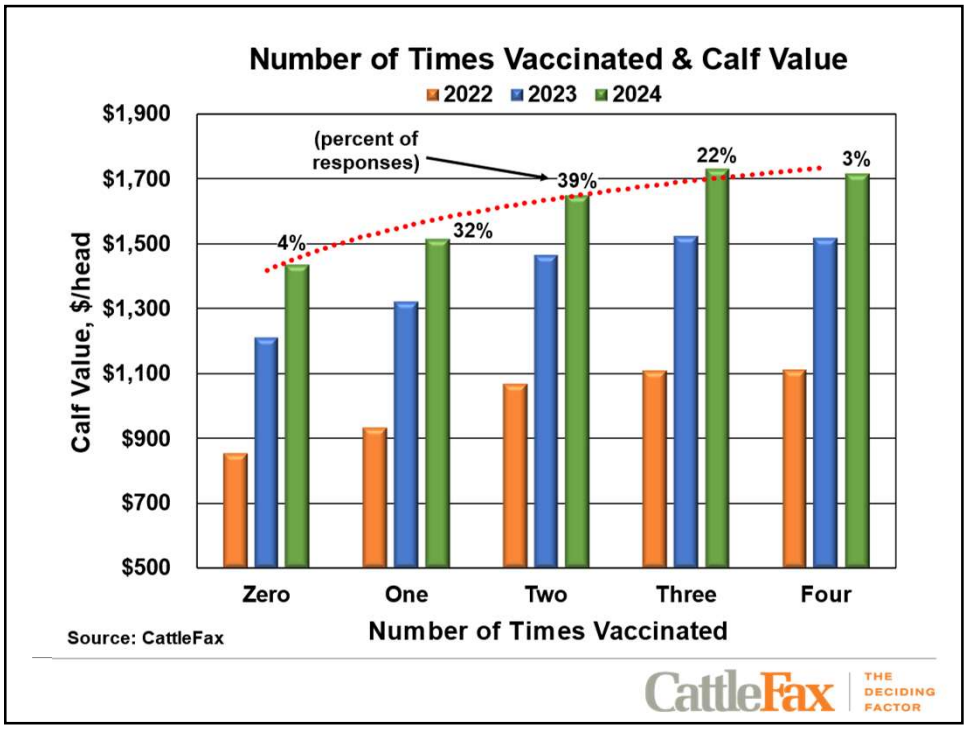


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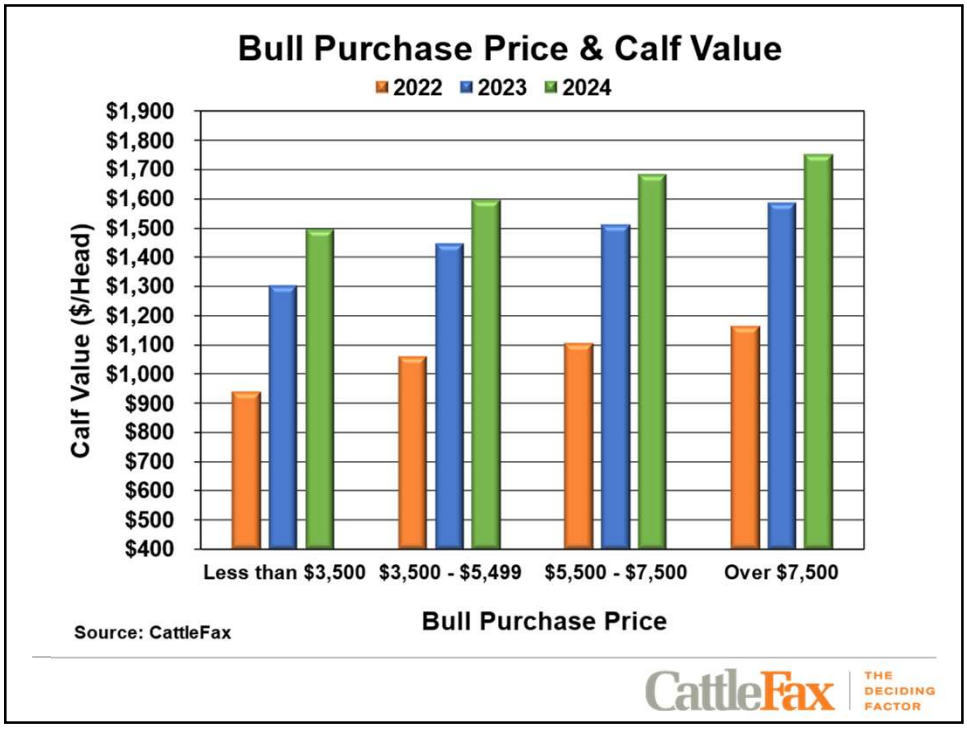


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