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USDA Outlook Forum

Feeder Cattle Supplies for the South Plains and Implications

February 24, 2012

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Cattle Inventory by Class and Calf Crop - United States: January 1, 2011 and 2012

| | 2011 | 2012 | Percent of |
|-----------------------------------|--------------|--------------|---------------|
| | | | Previous Year |
| | (1,000 Head) | (1,000 Head) | |
| | | | |
| Cattle and Calves | 92,682 | 90,769 | 98 |
| | | | |
| Cows and Heifers that have calved | 3,999 | 39,112 | 98 |
| Beef Cows | 30,850 | 29,883 | 97 |
| Milk Cows | 9,150 | 9,230 | 101 |
| | | | |
| Heifers 500 Pounds and over | 19,576 | 19,388 | 99 |
| For Beef Replacement | 5,139 | 5,212 | 101 |
| For Milk Replacement | 4,568 | 4,527 | 99 |
| Other Heifers | 9,869 | 9,649 | 98 |
| | | | |
| Steers 500# and over | 16,397 | 16,072 | 98 |
| Bulls 500# and over | 2,155 | 2,052 | 95 |
| Calves under 500# | 14,555 | 14,145 | 97 |
| | | | |
| Cattle on Feed | 14,013 | 14,121 | 101 |
| | | | |
| | 2,010 | 2,011 | |

35,695

35,313

99

Calf Crop

Regional Distribution of All Cattle and Beef Heifer Retention

| | All Cattle | Feed | Retention |
|--|------------|--------|-----------|
| Inter Mountain CO, ID, MT, UT, WY | 11.00% | 11.50% | Up 9% |
| | | | |
| West AZ, CA, NV, OR, WA | 10.00% | 6.00% | Up 8% |
| | | | |
| | | | |
| Corn Belt IL, IN, IA, KS, MN, MI, MO, NE ND, SD, WI, | 33.00% | 49.00% | Up 6% |

Corn Belt IL, IN, IA, KS, MN, MI, MO, NE ND, SD, WI, 33.00% 49.00% Upper Mid-West KY, NJ, OH, PA, VA, W VA 9.00% 0.00%

Up 1%

12% 0%

Percent of Percent of

Cattle on

Up 1%

Heifer

South East AL, AR FL, GA, LA, MS, NC, SC TN

TCFA NM, OK, TX 20% 28% Dn 13%

South Plains Feeder Supply (TCFA)

YoY

Dn 9.5%

YoY

Dn 895,000

| | 2011 | 2012 | % Change | Number |
|---------------|-------|-------|----------|------------|
| | | | | |
| Other Heifers | 2,255 | 2,170 | Dn 4% | Dn 85,000 |
| Strs > 500 | 3,865 | 3,580 | Dn 7% | Dn 285,000 |
| Combined | 6,120 | 5,750 | Dn 6% | Dn 370,000 |
| | | | | |
| Calves < 500 | 3,485 | 2,960 | Dn 15% | Dn 525,000 |

8,710

9,605

Total

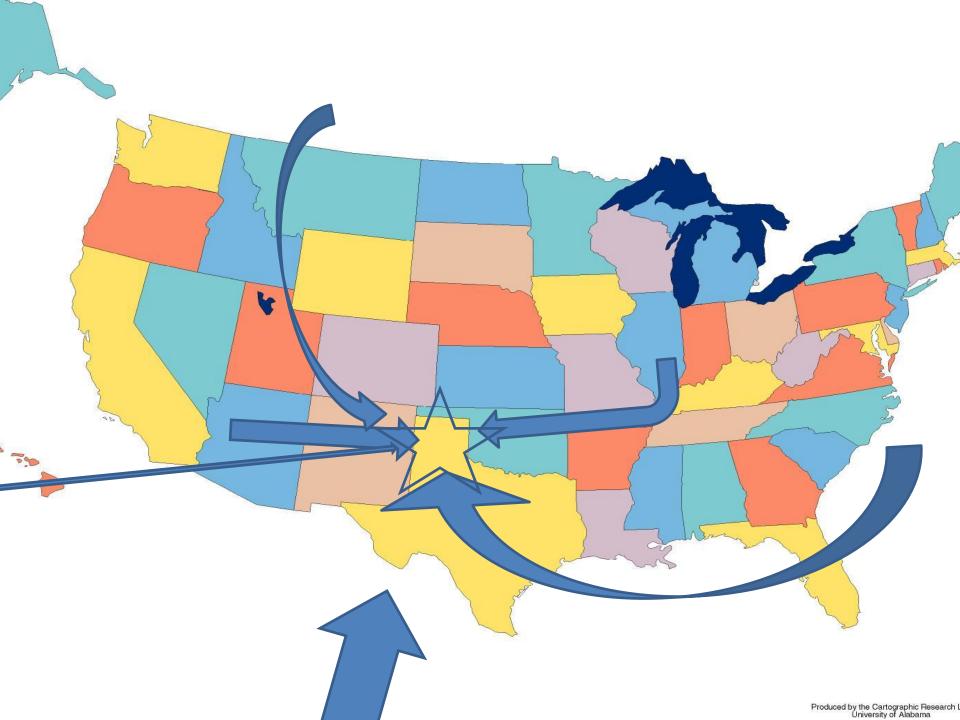
Number of Cattle Grazing on Small Grain Pasture – 3 State Total: January 1, 2011 – 2012

2011 2013 % of Previous Y**e**ar

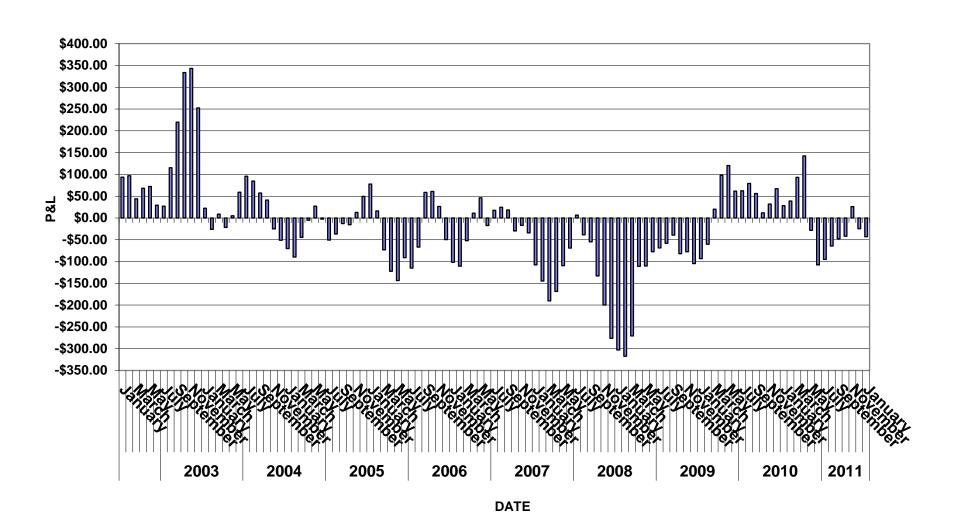
Kansas, Oklahoma and Texas 1.60 1.59 99%







Cattle Feeding P&L



Feeding Calves Have Added Cost

The Historical Average for the Industry is 1 Employee for Every 1,000 Cattle.

Commercial Feed Yards are Working .6 to .8 Employees Per 1,000 Head.

Grow Yards are Working 1.5 to 2 Employees Per 1,000 Head.



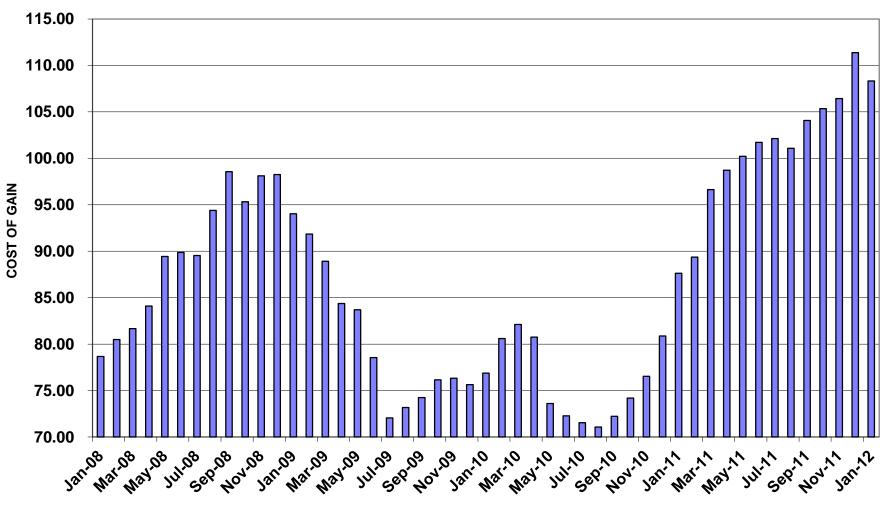




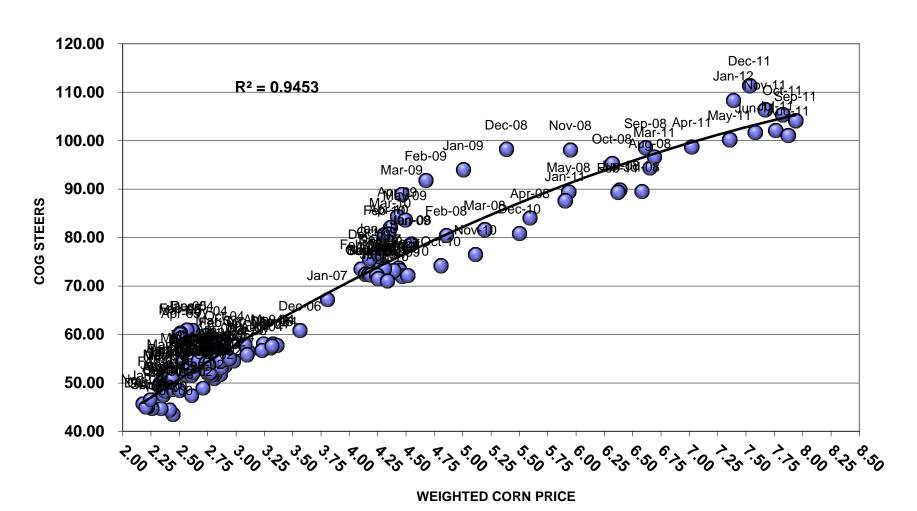


Cost of Gain (Steers)

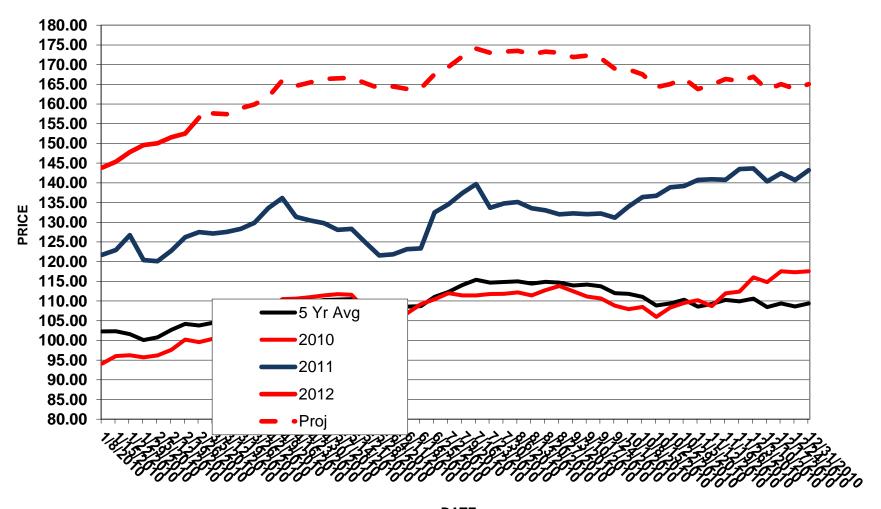
Dr. Marcus Hoelsher



6 Months WEIGHTED CORN (HEREFORD) & COG STEERS



TCFA FEEDER INDEX



What Will Change the Outlook?

- Capital Requirements Exceeding Equity
 - Another Summer of Drought
 - Wide Spread Seasonal Rains to Recharge Soil and Ground Water
 - Economic Turmoil in Europe
 - Surging Energy Prices that Curb Consumer Spending and Flatten Vacation Season