BEEF-CATTLE MARKET SITUATION & OUTLOOK

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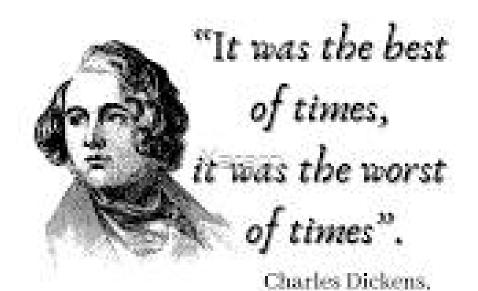
http://www.agmanager.info/about/contributors/individual/tonsor.asp



KANSAS STATE UNIVERSITY

2025 CATTLEMEN'S DAY

MARCH 7 | NATIONAL GUARD ARMORY | 721 LEVEE DRIVE, MANHATTAN



"A Tale of Two Cities"



Kickoff Beef-Cattle Summary

Supply Dynamics

• Herd expansion pending in 2026?

Beef Demand

Robust Run / Uncertainty Growing Quickly in 2025

Quarterly Forecasts (LMIC: 2/11/25)

		% Chg.	Average	% Chg.	Comm'l	% Chg.
Year	Comm'l	from	Dressed	from	Beef	from
Quarter	Slaughter	Year Ago	Weight	Year Ago	Production	Year Ago
2024						
ı	7,853	-5.6	835.3	1.8	6,560	-3.9
II	8,016	-3.2	844.1	4.1	6,766	0.8
Ш	7,996	-1.3	847.9	3.7	6,780	2.4
IV	7,968	-2.2	863.8	3.3	6,883	1.1
Year	31,833	-3.1	847.8	3.3	26,988	0.1
2025						
1	7,744	-1.4	848.4	1.6	6,570	0.2
II	7,799	-2.7	851.5	0.9	6,641	-1.8
Ш	7,733	-3.3	853.4	0.7	6,599	-2.7
IV	7,654	-3.9	869.5	0.7	6,655	-3.3
Year	30,930	-2.8	855.6	0.9	26,465	-1.9
2026						
1	7,486	-3.3	854.5	0.7	6,397	-2.6
II	7,548	-3.2	855.9	0.5	6,460	-2.7
Ш	7,496	-3.1	856.2	0.3	6,418	-2.7
IV	7,364	-3.8	872.1	0.3	6,422	-3.5
Year	29,895	-3.3	859.6	0.5	25,698	-2.9

Data Source: Livestock Marketing Information Center

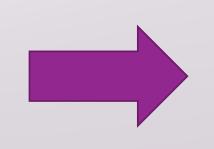
Quarterly Forecasts: Cattle (LMIC: 2/11/25)

	Live Sltr.	% Chg.	Feeder Ste	Feeder Steer Price		
Year	Steer Price	from	Southern Plains			
Quarter	5-Mkt Avg	Year Ago	7-800#	5-600#		
2024						
ı	181.03	12.5	247.32	311.49		
II	188.42	5.3	259.97	316.84		
III	189.26	2.7	257.75	301.99		
IV	189.75	6.6	260.82	308.42		
Year	187.12	6.3	256.46	309.69		
2025						
1	195-199	8.8	268-272	327-332		
II	196-201	5.4	271-276	318-324		
III	197-203	5.7	264-271	311-318		
IV	197-204	5.7	267-275	314-323		
Year	194-204	6.4	265-275	315-325		
2026						
1	195-203	1.0	267-276	330-340		
II	196-207	1.5	273-283	323-334		
III	198-208	1.5	271-281	317-329		
IV	196-207	0.5	276-283	319-332		
Year	193-209	1.0	268-283	320-335		

CME Changes Since 2/11:

Fed: ~+\$1/cwt

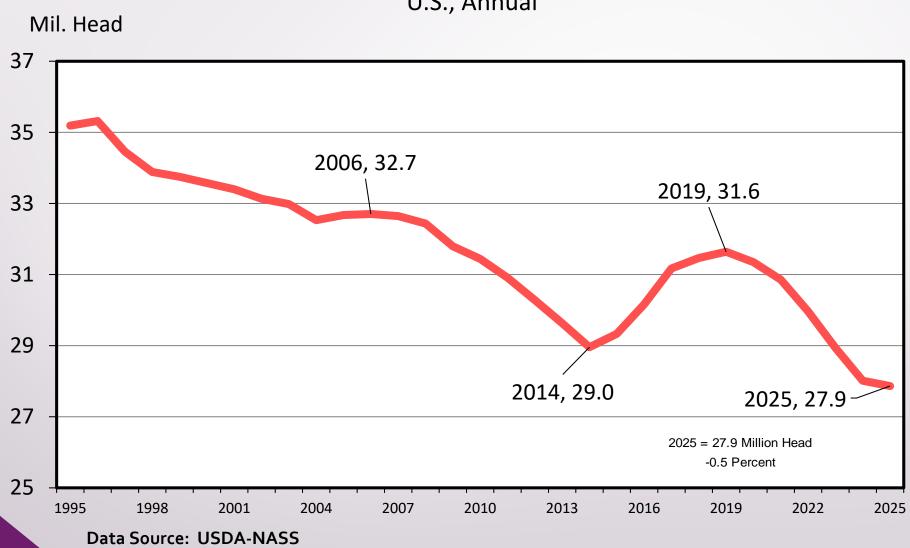
Feeders: ~+\$10/cwt



Data Source: Livestock Marketing Information Center

JANUARY 1 BEEF COW INVENTORY

U.S., Annual

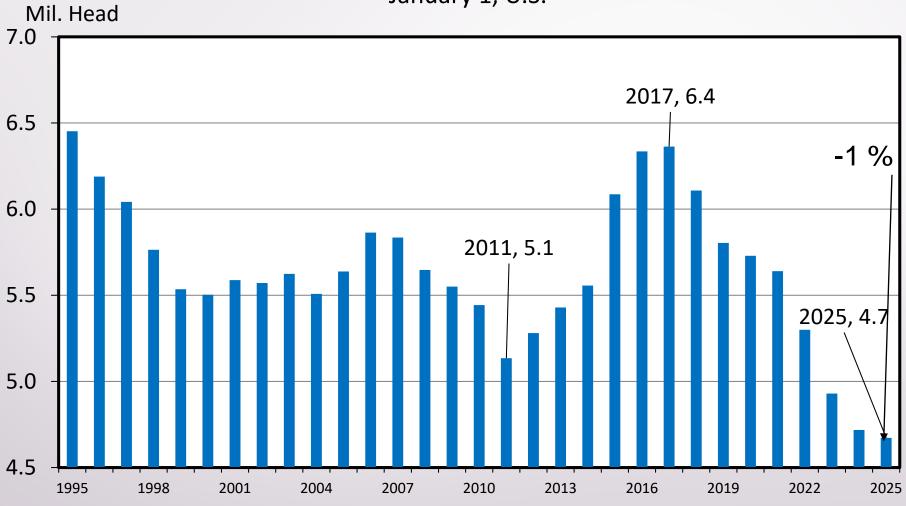


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C-N-02 01/31/25

HEIFERS HELD AS BEEF COW REPLACEMENTS

January 1, U.S.

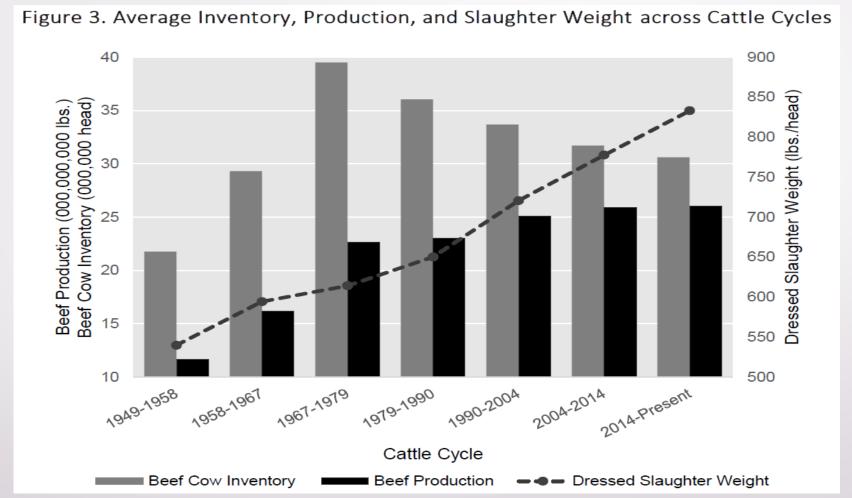


Data Source: USDA-NASS

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C-N-38 01/31/25

Context on Beef Cow Herd Dynamics



Take-Home: Higher Dressed Weights & Harvested Animals per Cow = Less Cows Needed 4 Beef Lb Target

•https://www.agmanager.info/livestock-meat/production-economics/updated-evaluation-us-cattle-cycle

https://www.agmanager.info/livestock-meat/productioneconomics/ksu-beef-replacement

Always good to "push the pencil" on decisions such as what to pay in herd expansion/rebuild efforts



https://www.agmanager.info/livestock-meat/productioneconomics/ksu-beef-replacement

Base/Default Case

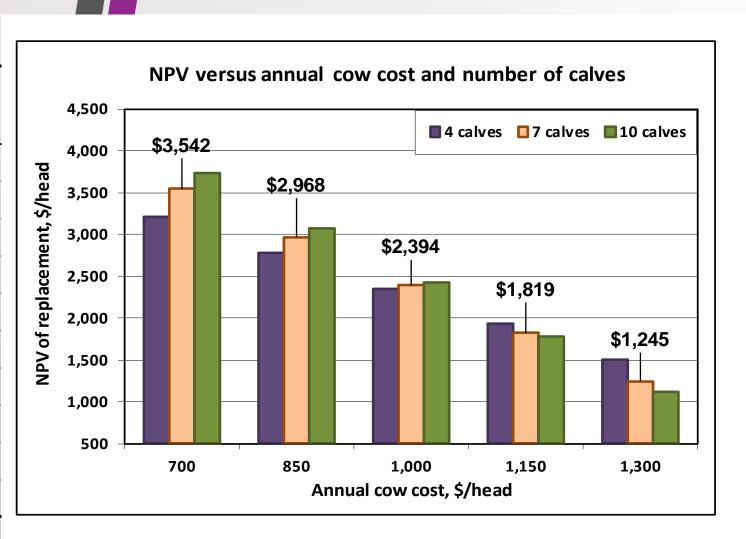
- Cash Cow Costs: \$1,000/yr/cow
- Annual Inflation Rate on Costs: 3.0%
 - Discount Rate: 8.0%
- USDA Projected Calf Prices (\$326/cwt in 2025)
- > = Net Present Value of "7-Calf Heifer" is \$2,394

https://www.agmanager.info/livestock-meat/productioneconomics/ksu-beef-replacement

NOTE: Last Spring Default NPV = \$1800

> = Net Present Value of "7-Calf Heifer" is \$2,394

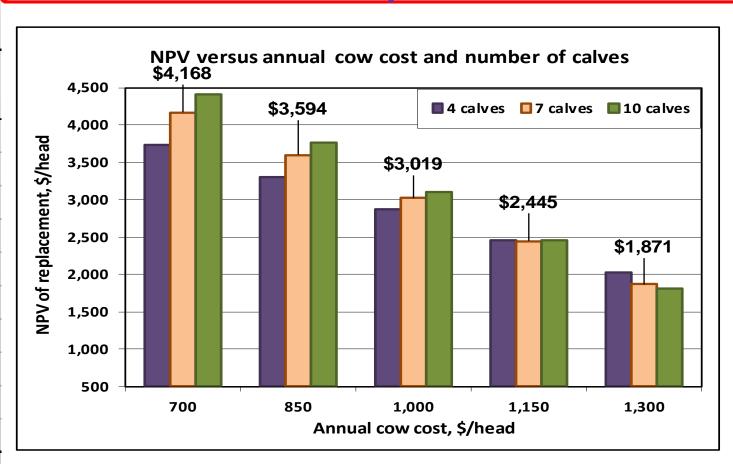
https://www.agmanager.info/livestock-meat/productioneconomics/ksu-beef-replacement



\$150/cow/yr
change in cash
costs = ~\$575 in
NPV

https://www.agmanager.info/livestock-meat/productioneconomics/ksu-beef-replacement

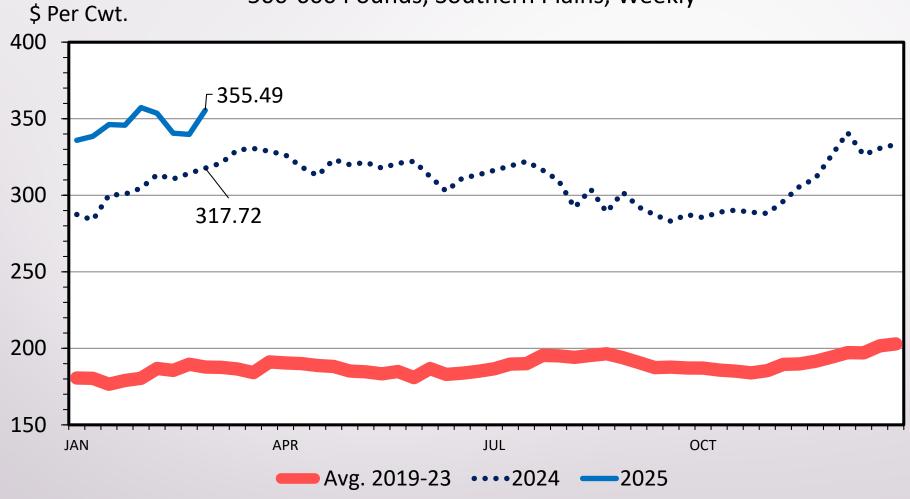
What if calf prices 10% above USDA projections?



10% change in calf price expectations = ~\$625 in NPV

MED. & LRG. #1 STEER CALF PRICES

500-600 Pounds, Southern Plains, Weekly



Data Source: USDA-AMS

Livestock Marketing Information Center

C-P-54 03/03/25

Want Feeder Cattle Price, Basis, & VOG Projections? <u>Use BeefBasis.com</u>

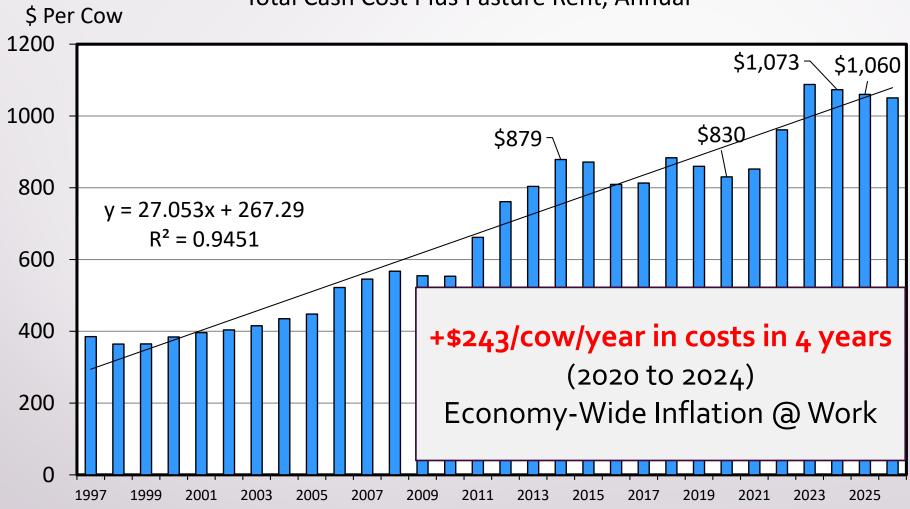
Salina FALL CALF Market, as of 3/6/25

10/15/2025 Sell @ Weaning @ 600 lbs

Expected Cash Price: \$310/cwt

ESTIMATED AVERAGE COW CALF COSTS

Total Cash Cost Plus Pasture Rent, Annual



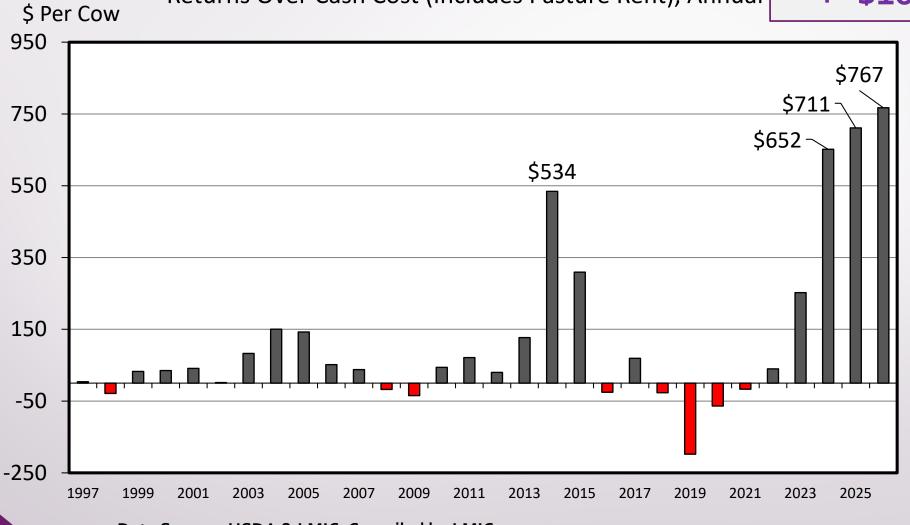
Data Source: USDA & LMIC, Compiled by LMIC

Livestock Marketing Information Center

ESTIMATED AVERAGE COW CALF RETURNS

NOTE #1: CME FC OCT +~\$10/cwt YTD

Returns Over Cash Cost (Includes Pasture Rent), Annual



Data Source: USDA & LMIC, Compiled by LMIC

Livestock Marketing Information Center

C-P-66 01/02/25

ESTIMATED AVERAGE COW CALF RETURNS

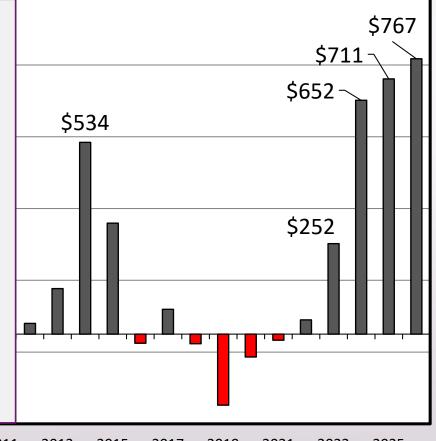
Returns Over Cash Cost (Includes Pasture Rent), Annual

\$ Per Cow

NOTE #2:

2014's \$534/cow return equates to

\$708/cow in 2024 dollars (32.5% inflation, BLS All-Items CPI)



1997 1999 2001 2003 2005 2007 2009 2011 2013 2015 2017 2019 2021 2023 2025

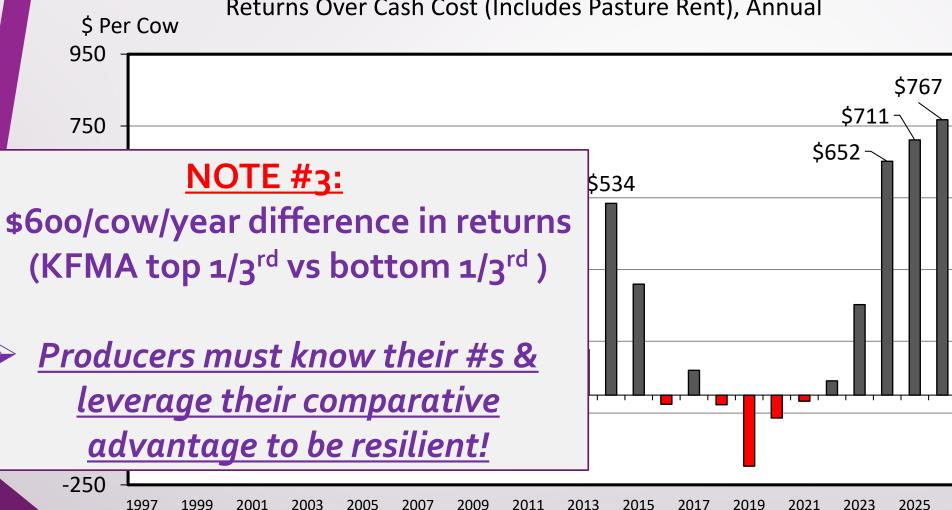
Data Source: USDA & LMIC, Compiled by LMIC

Livestock Marketing Information Center

C-P-66 01/02/25



Returns Over Cash Cost (Includes Pasture Rent), Annual



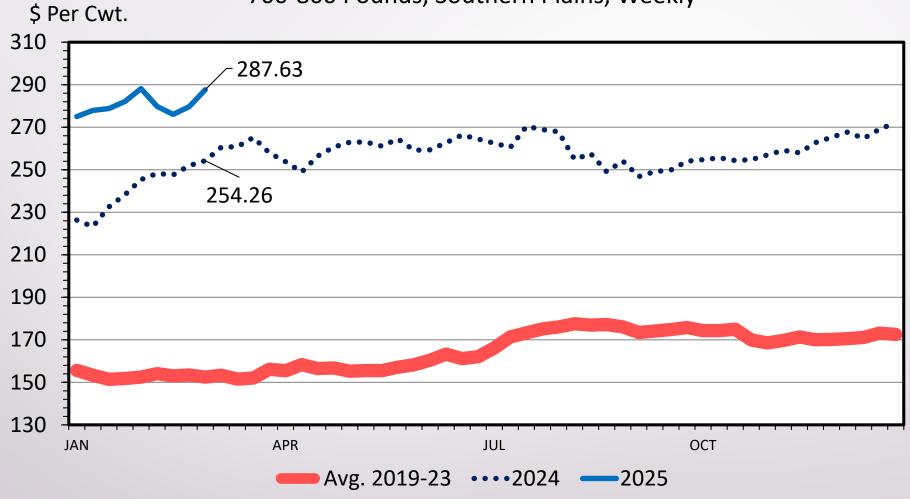
C-P-66 01/02/25

Data Source: USDA & LMIC, Compiled by LMIC

Livestock Marketing Information Center

MED. & LRG. #1 FEEDER STEER PRICES

700-800 Pounds, Southern Plains, Weekly



Data Source: USDA-AMS

Livestock Marketing Information Center

Want Feeder Cattle Price, Basis, & VOG Projections? <u>Use BeefBasis.com</u>

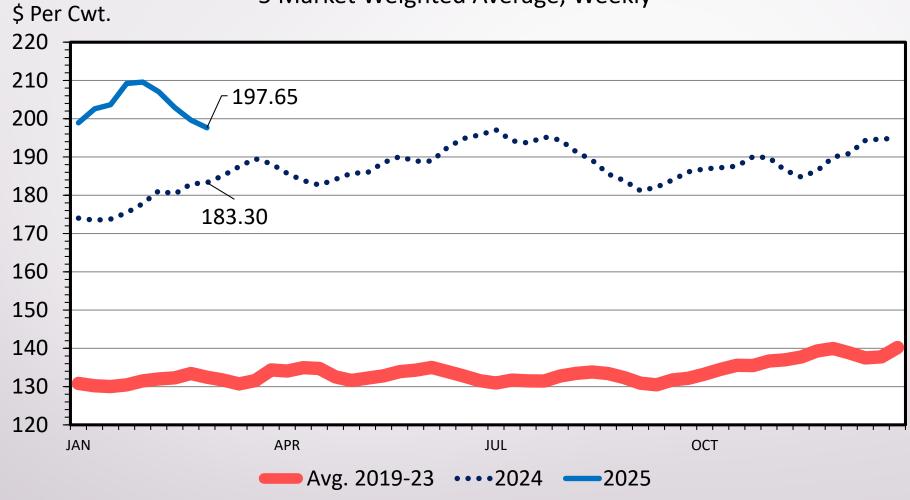
Salina SUMMER GRASS Market, as of 3/6/25

4/9/2025 Buy/Retain @ 725 lbs 8/20/2025 Sell @ 925 lbs DOF=133 & ADG=1.5

- Expected Buy/Retain Price: \$289/cwt
 - Expected Sell Price: \$260/cwt
 - > VOG: \$155/cwt (\$310/head)

SLAUGHTER STEER PRICES

5 Market Weighted Average, Weekly



Data Source: USDA-AMS

Livestock Marketing Information Center

Historical and Projected Kansas Feedlot Net Returns

(as of 2/19/25')

(http://www.agmanager.info/livestock/marketing/outlook/newsletters/FinishingRetu

CME Changes Since 2/19: Fed: ~+\$1/cwt

Table 1. Projected Values for Finishing Steers in Kansas Feedyards*

Closeout	Net Return F	FCOG**	Fed Price	Fed Futures	Fed Basis	Feeder Price	Breakeven	Breakeven	Breakeven
Mo-Yr							FCOG**	Fed Price	Feeder Price
Jan-25	22.10	106.49	201.31	199.45	1.86	260.07	109.92	199.83	262.68
Feb-25	-23.32	107.02	193.83	194.20	-0.37	255.01	103.45	195.41	252.17
Mar-25	58.61	106.78	195.48	194.20	1.28	249.05	115.74	191.49	256.24
Apr-25	24.04	107.79	191.93	190.45	1.48	247.22	111.42	190.29	250.20
May-25	58.89	105.51	195.79	190.45	5.34	252.75	114.14	191.89	259.87
Jun-25	1.35	107.09	190.77	188.73	2.04	251.98	107.29	190.68	252.15
Jul-25	23.33	107.33	189.71	188.73	0.99	250.35	110.60	188.16	253.30
Aug-25	-26.73	108.19	190.95	190.43	0.53	255.87	104.46	192.69	252.61
Sep-25	-111.93	109.14	190.33	190.43	-0.10	262.09	93.48	197.54	248.72
Oct-25	-105.89	109.43	192.54	191.83	0.71	262.09	94.35	199.31	249.82

Representative Barometer for Trends in Profitability

Beef Demand & International Trade Overview



CONSUMER TRENDS FORUM: BEEF DEMAND DEEP DIVE

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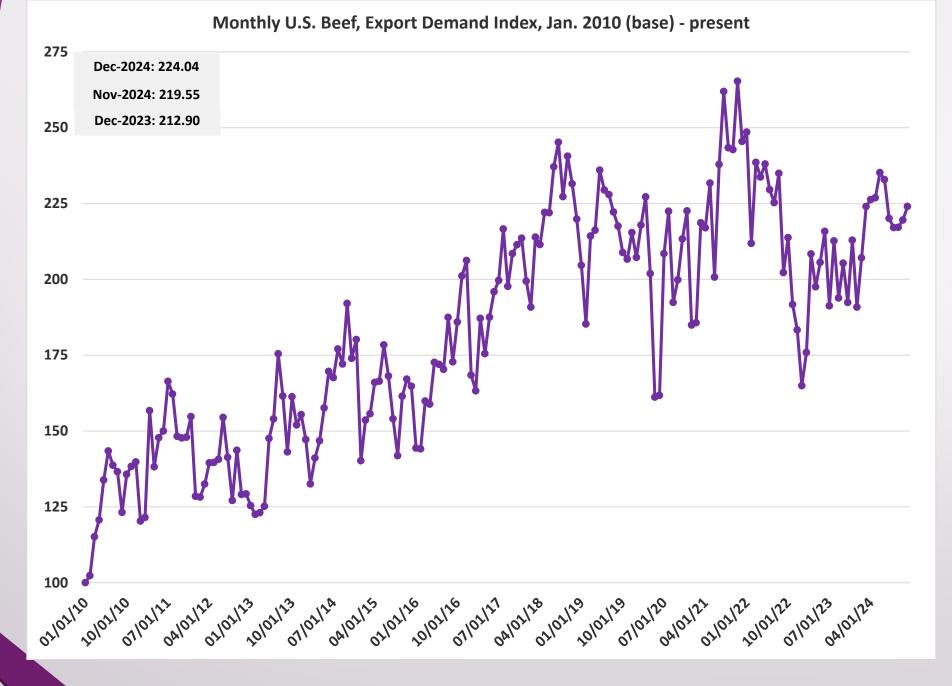
LinkedIn/X-Twitter: @TonsorGlynn

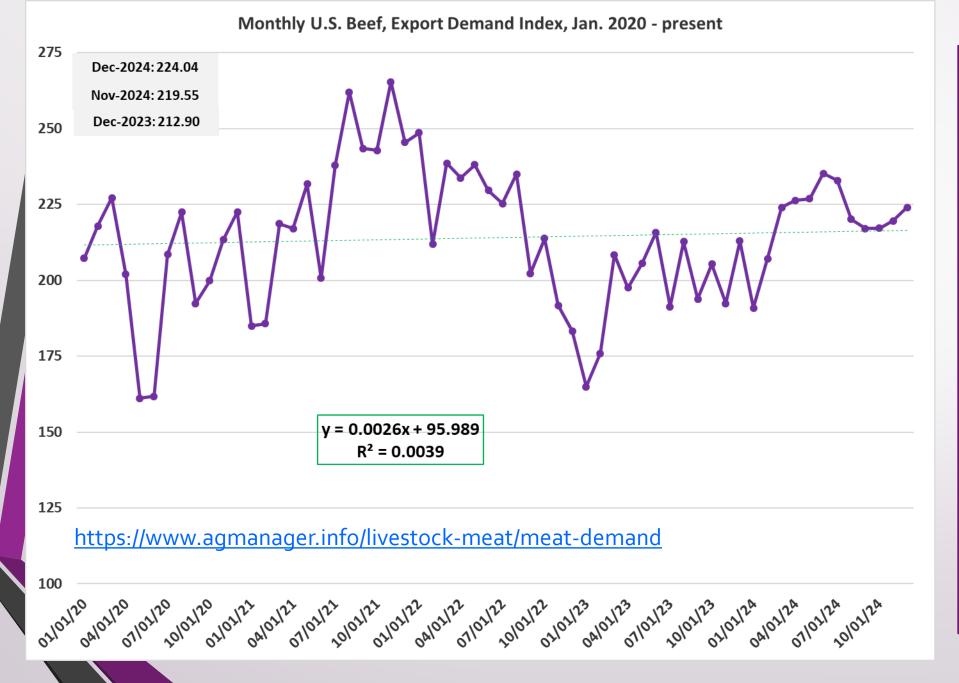
http://www.agmanager.info/about/contributors/ individual/tonsor.asp

+2.7% LBS & **BEEF PRICE-QUANTITY RELATIONSHIP** Annual, Retail Weight, Deflated All Fresh Retail Price +5.5% PRICE \$ Per Pound 6.60 (Nominal) = 15 6.10 **DOMESTIC** 16 14 **DEMAND** 5.60 **GROWTH** 13 5.10 12 11 4.60 80 10 09 4.10 01 02 98 99 3.60 3.10 53 55 57 59 61 63 67 65 69 Pounds Per Capita

Data Source: Bureau of Economic Analysis & USDA-ERS, Compiled by LMIC Livestock Marketing Information Center

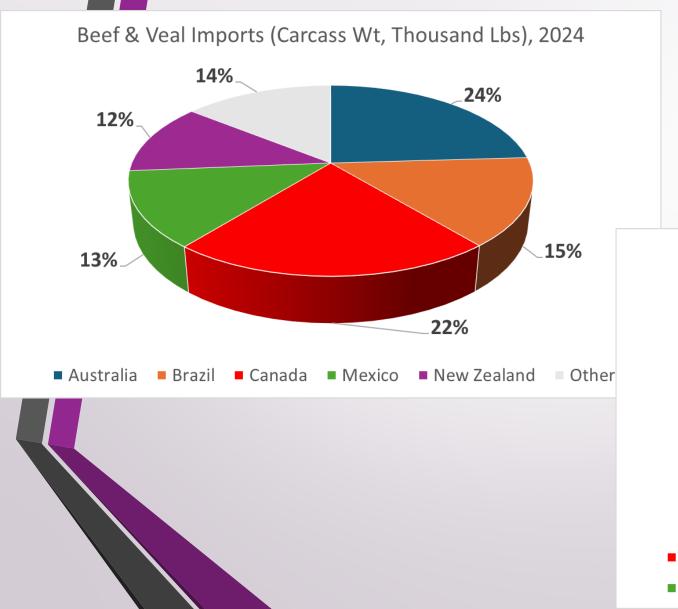
C-P-65A 04/04/24 2024

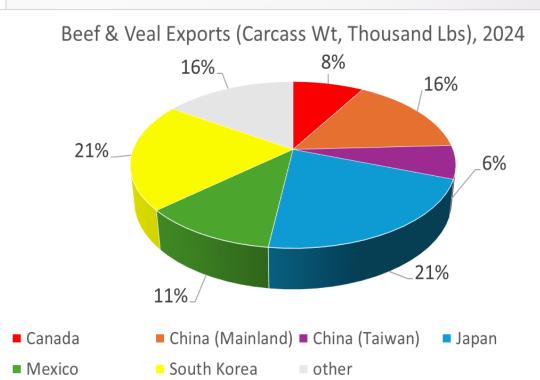




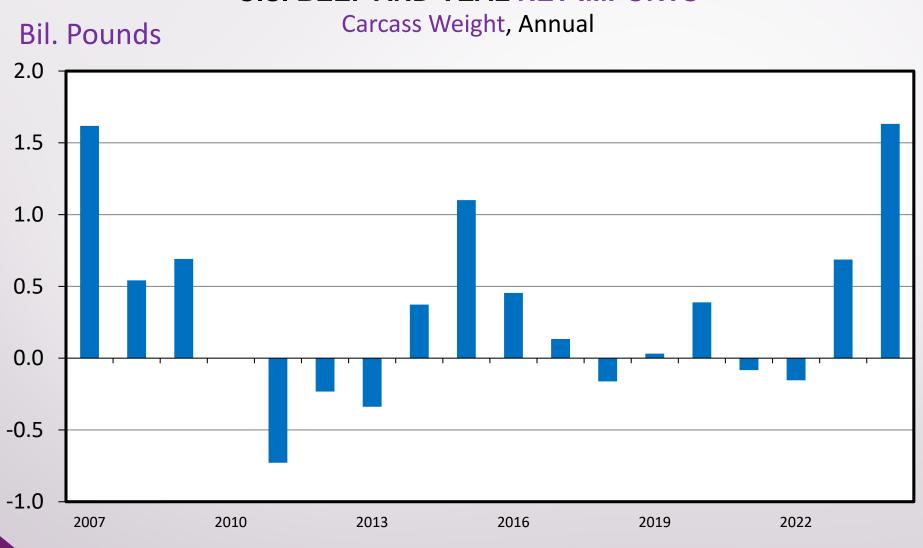
USMEF 2024 Beef Export Value of \$415/hd (~\$29/cwt) slaughtered in 2024 (+5% VS 2023)

2024 Beef & Veal Trade – Relative Volumes





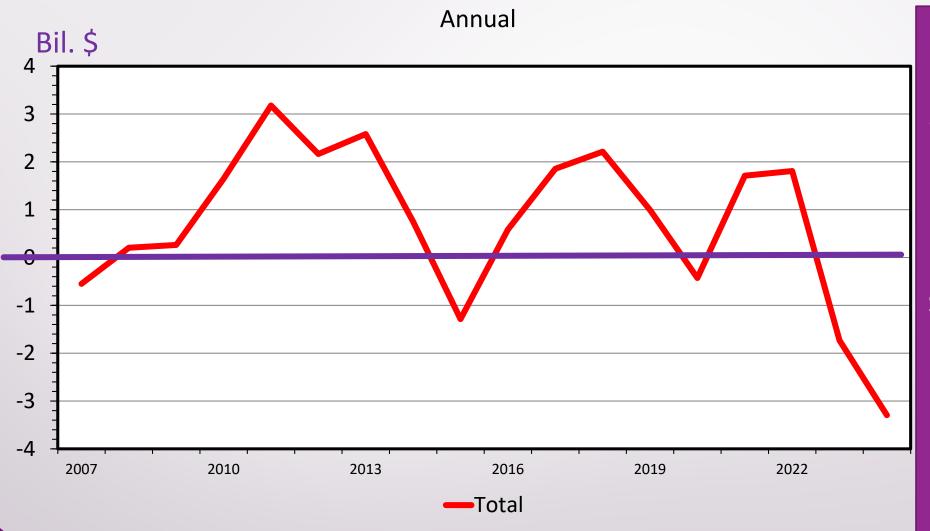
U.S. BEEF AND VEAL NET IMPORTS



Data Source: USDA-ERS & USDA-FAS, Compiled and Forecasts by LMIC Livestock Marketing Information Center

02/21/25

US BEEF-CATTLE INDUSTRY NET EXPORT VALUES



13 positive & 5 negative net export values among last 18 years

Simple sum of 18 annual values is net positive of \$12.7 billion

Data Source: USDA-FAS, Compiled & Analysis by LMIC

Livestock Marketing Information Center

Closer Look at Beef – Cattle, Net-Export Value Split (2007-2024)

- 18 years net export loss on CATTLE (-\$28.8 billion simple sum)
- 11 years net export gain on BEEF & VEAL (+\$8.6 billion simple sum)
- 18 years net export gain on HIDES & SKINS (+\$19.1 billion simple sum)
- 16 years net export gain on TALLOW, GREASE & VARIETY MEATS (+\$13.7
 billion simple sum)
 - \rightarrow -\$28.8 + 8.6 + 19.1 + 13.7 = +\$12.7 billion gain (simple sum)

https://agmanager.info/livestockmeat/marketing-extension-bulletins/trade-anddemand/assessing-economic-impact-wouldfollow

- 2016-2020 U.S. Average Annual Beef Trade Statistics:
 - Exports of 2.05 billion pounds, Export Value of \$6.4 billion, Implied Export Price of \$3.13/lb
 - Imports of 2.30 billion pounds, Import Value of \$5.8 billion, Implied Import Price of \$2.52/lb
 - = Net Economic Gain

- If U.S. beef exports & imports declined by 10%:
 - Prices of feeder cattle & fed cattle would decline (8-15% in year 1)
 - Quantities of feeder cattle & fed cattle would decline (3-6% in year 1)

- Quantities of wholesale & retail beef would decline (4-7% in year 1)
- Prices of wholesale & retail beef would increase (4-6% in year 1)

- If U.S. beef exports & imports declined by 10
 - Cumulative, net present value of impacts over 10 years are loss of \$12.9 billion to feeder cattle sellers & \$6.8 billion to fed cattle sellers (\$19.7 billion combined)

 Note impacts in 2025 would be <u>much</u> larger given market changes since Sept. 2022 study

Meat Demand Monitor (MDM) Overview

1-STOP LOCATION FOR U.S. MEAT <u>DEMAND TRENDS &</u> INFORMATION

FUNDING PARTNERSHIP & TIMING

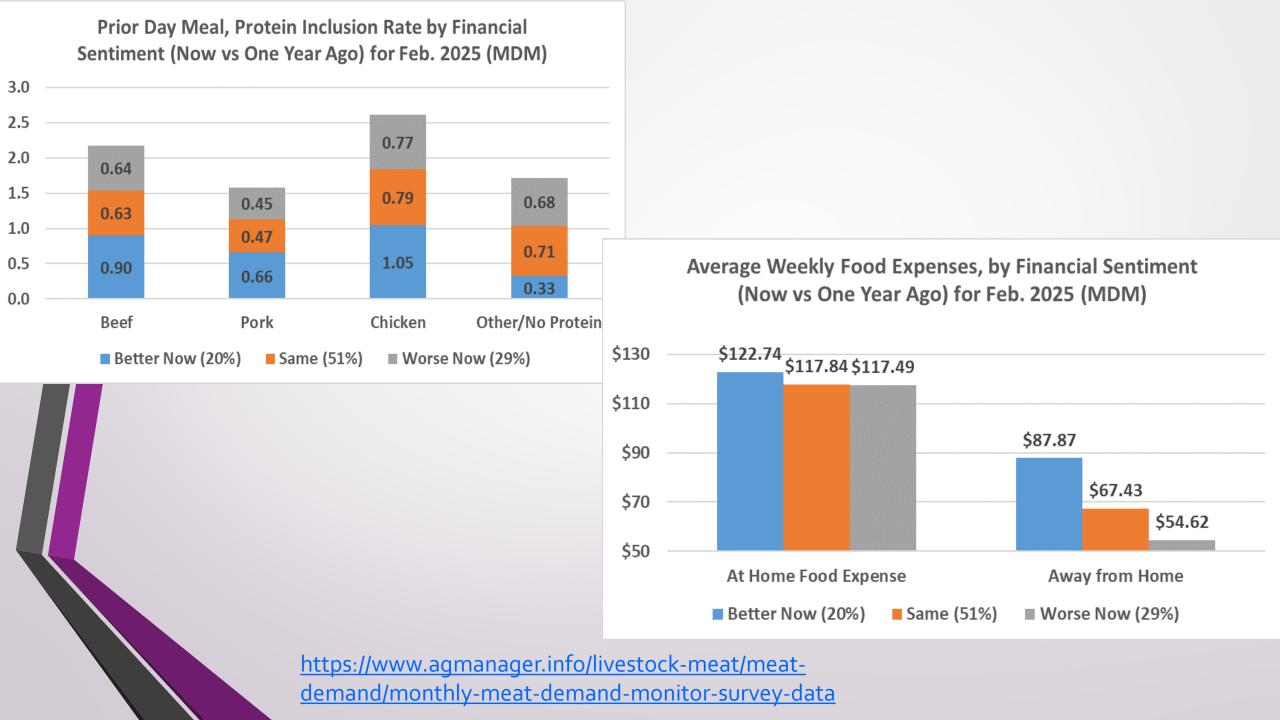
- Monthly surveys & experiments > 2,000 U.S. residents
 - >1,000 food service, restaurant focused
 - >1,000 retail, grocery-store focused
- Systematic economic modeling of consumer meat demand, preference, and behavior

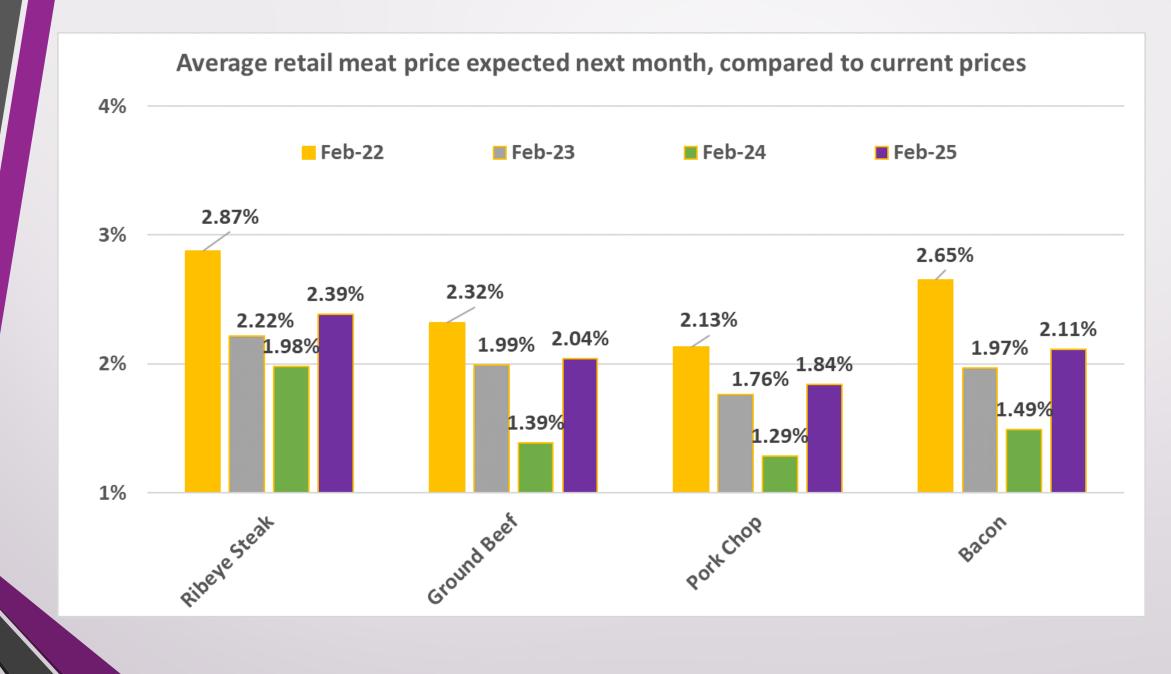
- Fully launched Feb. 2020
 - Jointly funded by Beef & Pork Checkoffs

- Current Beef Checkoff support scheduled to end September 2025
- Pork Checkoff under annual renewal



https://www.agmanager.info/livestock-meat/meat-demand/monthly-meat-demand-monitor-survey-data





yahoo!finance

The scariest word in economics is back

- "...After sampling an economic cocktail of inflation and slowing growth stirred up first by tariff uncertainty and now by actual tariffs, hints of another unsavory concept are wafting through: stagflation."
- "...How American businesses and consumers perceive coming price hikes can be just as influential as the prices themselves. Worrying about stagflation is like an incantation. It might not be here right now, but grasping for the words might be enough."

https://finance.yahoo.com/news/the-scariest-word-in-economics-is-back-morning-brief-110054761.html

'Bear with me,' Trump says as both farmers and consumers brace for tariff effects

Farmers and meat producers across the U.S. can expect the new tariffs on Mexico, Canada and China and the retaliation to hurt their bottom lines by billions of dollars if they stay in place a while

By JOSH FUNK Associated Press and MELINA WALLING Associated Press March 5, 2025, 10:48 AM

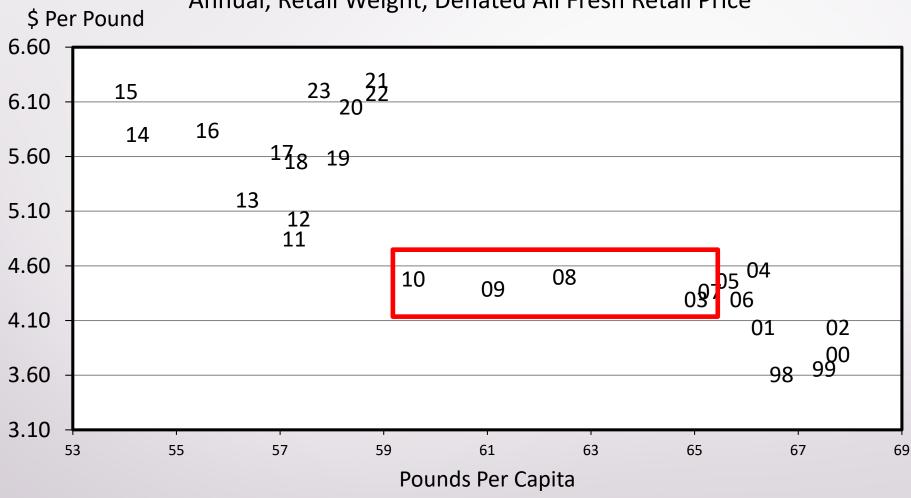
• GT: "..."Exactly how strong our economy is over time has a lot to do with U.S. consumers' comfort with continuing to go out to restaurants and continuing to buy washers and dryers and just that general activity. And a lot of what we're talking about here is probably going to slow some of that"

Dozen Farm Fresh Eggs.. Will trade for 2015 or newer JEEP. Don't try to low-ball me.. I know what I got.



BEEF PRICE-QUANTITY RELATIONSHIP

Annual, Retail Weight, Deflated All Fresh Retail Price

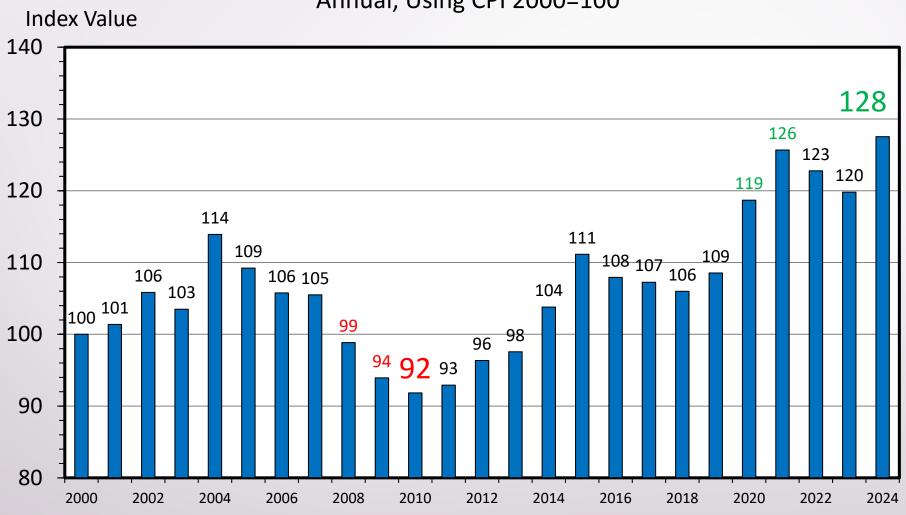


Data Source: Bureau of Economic Analysis & USDA-ERS, Compiled by LMIC

C-P-65A 04/04/24

RETAIL ALL FRESH BEEF DEMAND INDEX

Annual, Using CPI 2000=100



Data Source: Bureau of Labor Statistics, USDA-ERS, Compiled & Analysis by LMIC



More information available at:



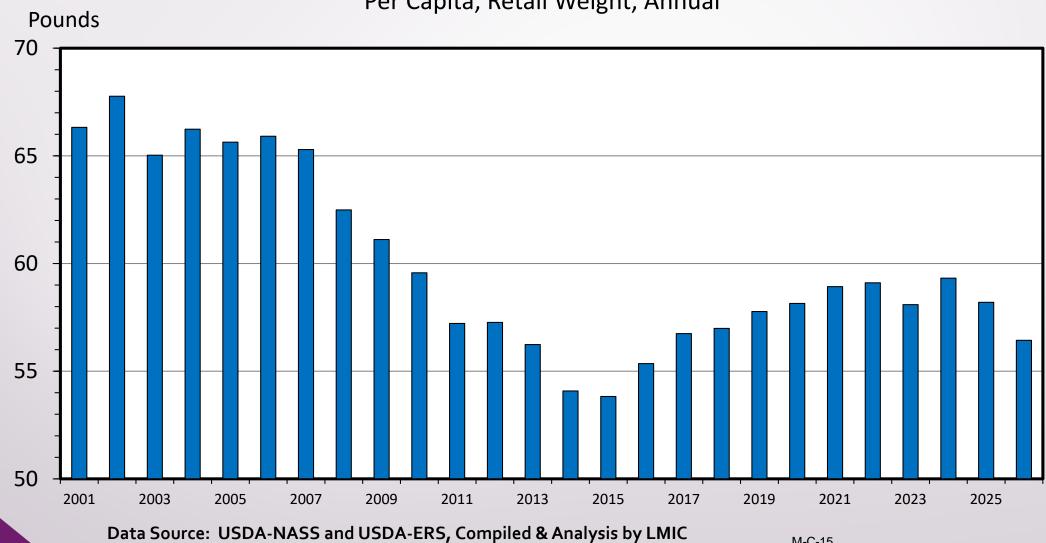
This presentation will be available in PDF format at:

http://www.agmanager.info/about/contributors/individual/tonsor.asp

Host of additional industry resources are cross-linked as well

US BEEF CONSUMPTION

Per Capita, Retail Weight, Annual

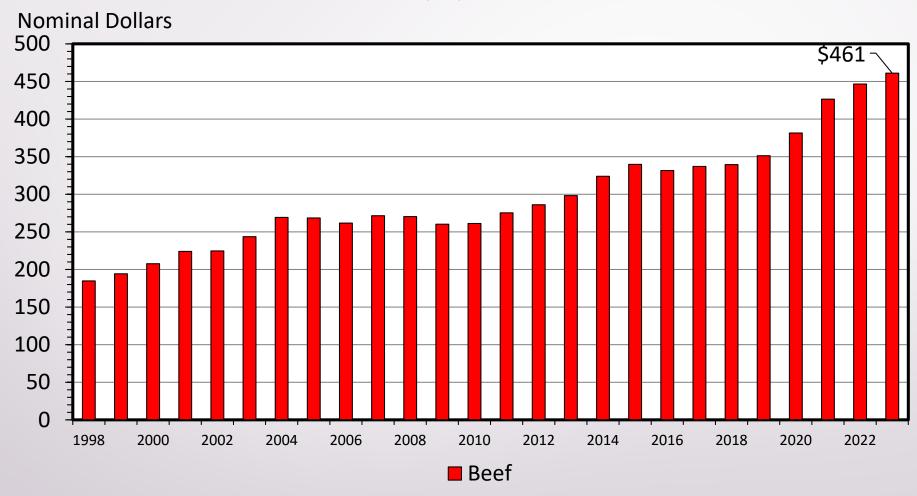


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M-C-15 01/29/25

US EXPENDITURES FOR MEAT & POULTRY

Per Capita, By Type of Meat, Annual

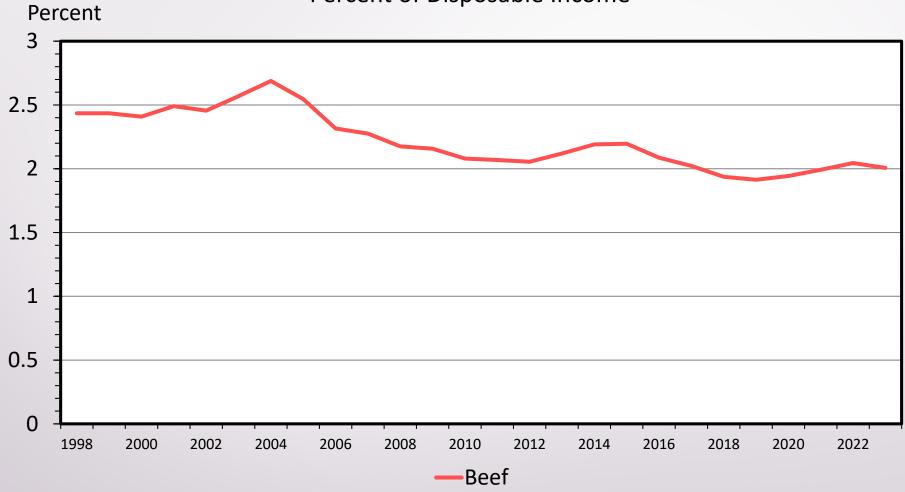


Data Source: Bureau of Economic Analysis & USDA-ERS, Compiled by LMIC

M-C-16A 01/29/25

US EXPENDITURES FOR MEAT & POULTRY

Percent of Disposable Income

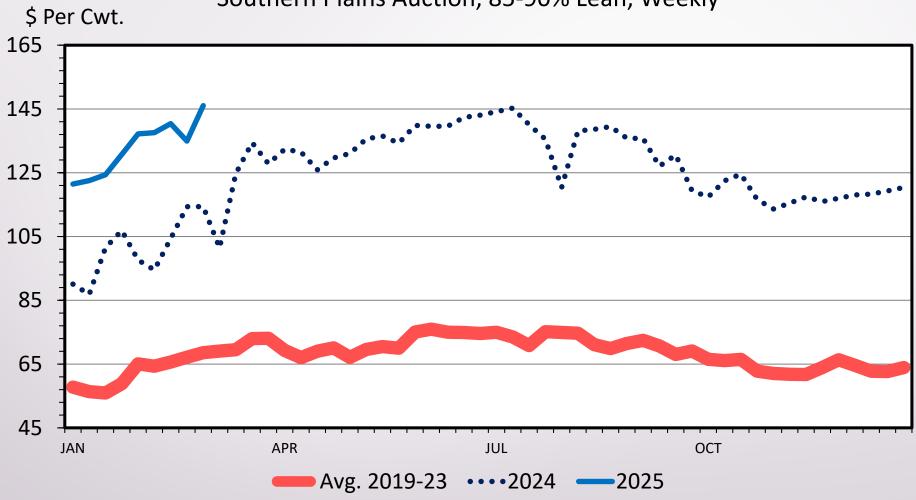


Data Source: Bureau of Economic Analysis & USDA-ERS, Compiled by LMIC

M-C-16 01/29/25

SLAUGHTER COW PRICES

Southern Plains Auction, 85-90% Lean, Weekly



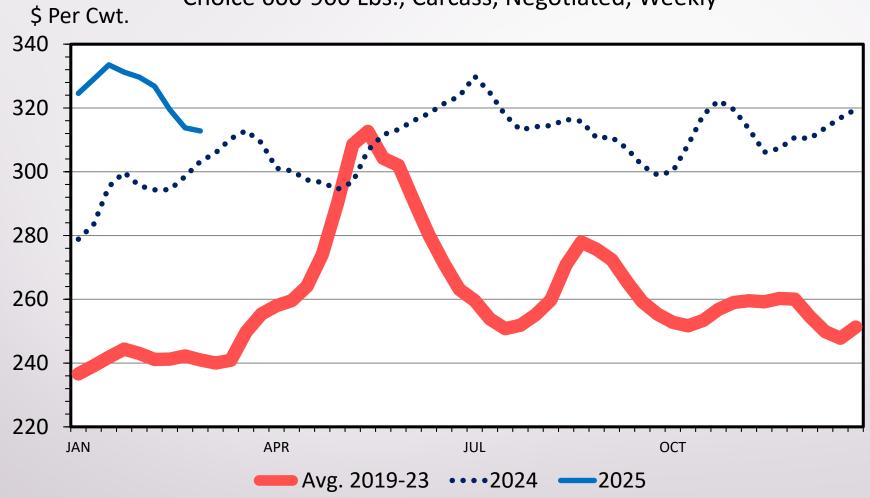
Data Source: USDA-AMS

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C-P-35 03/03/25

BOXED BEEF CUTOUT VALUE

Choice 600-900 Lbs., Carcass, Negotiated, Weekly



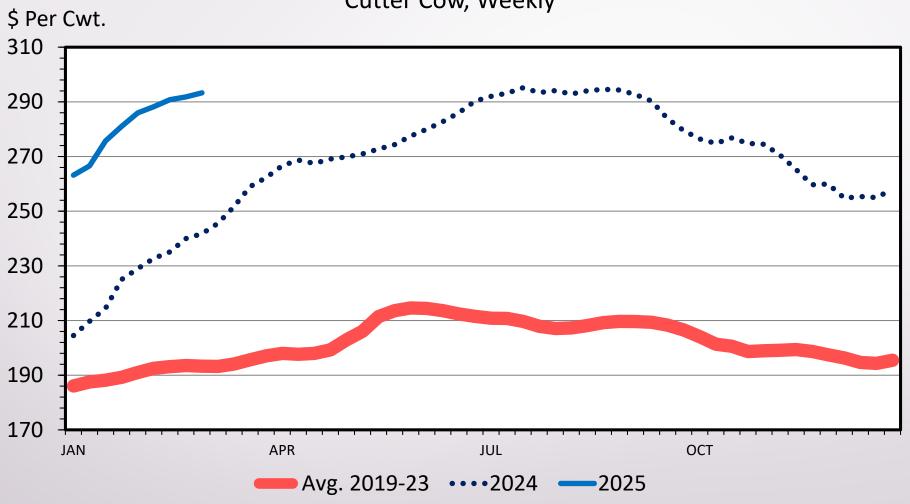
Data Source: USDA-AMS

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C-P-62 03/03/25

BOXED COW-BEEF CUTOUT VALUE

Cutter Cow, Weekly

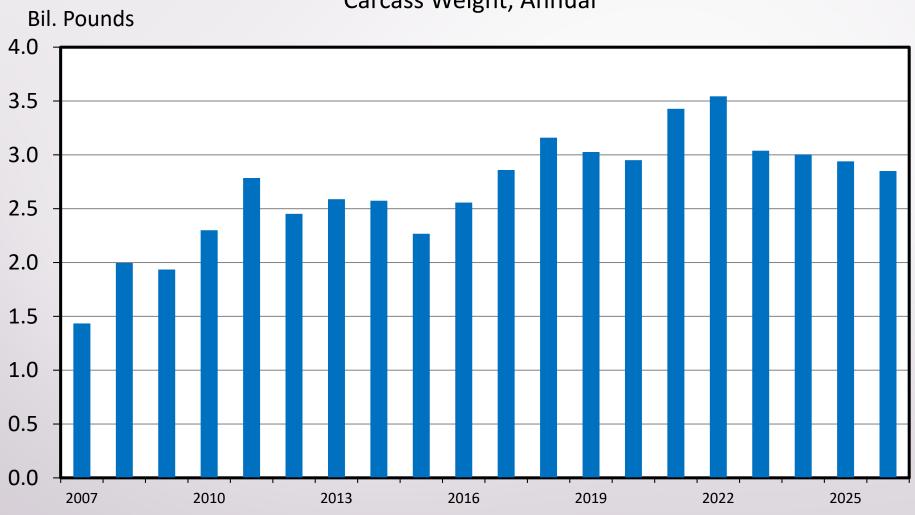


Data Source: USDA-AMS

03/03/25

U.S. BEEF AND VEAL EXPORTS

Carcass Weight, Annual



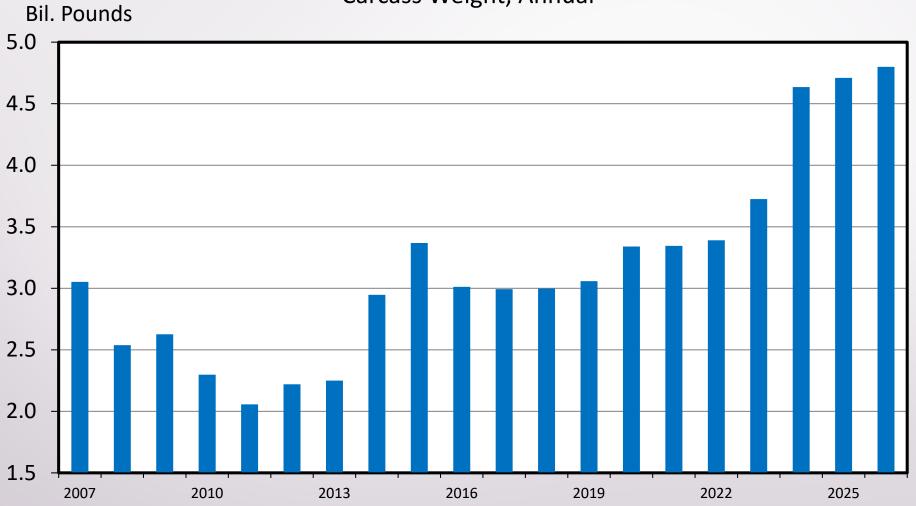
Data Source: USDA-ERS & USDA-FAS, Compiled and Forecasts by LMIC

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02/21/25

U.S. BEEF AND VEAL IMPORTS

Carcass Weight, Annual

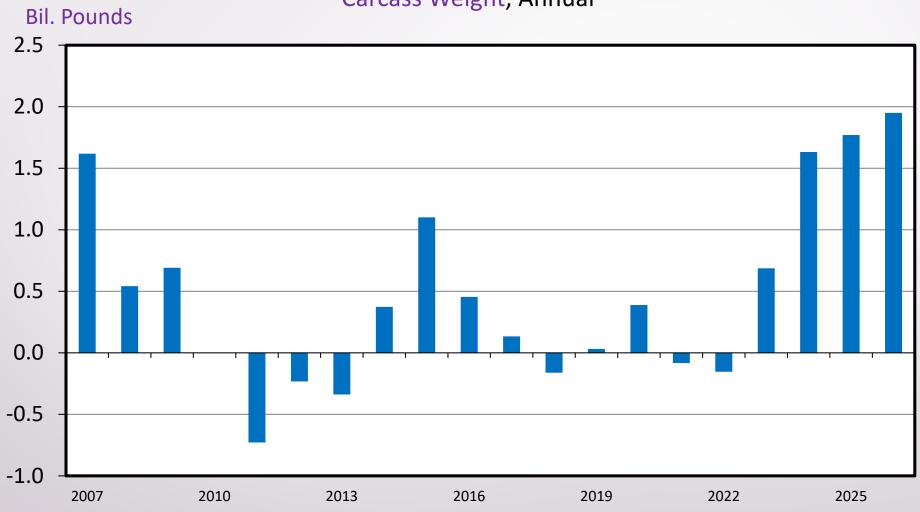


Data Source: USDA-ERS & USDA-FAS, Compiled and Forecasts by LMIC

02/21/25

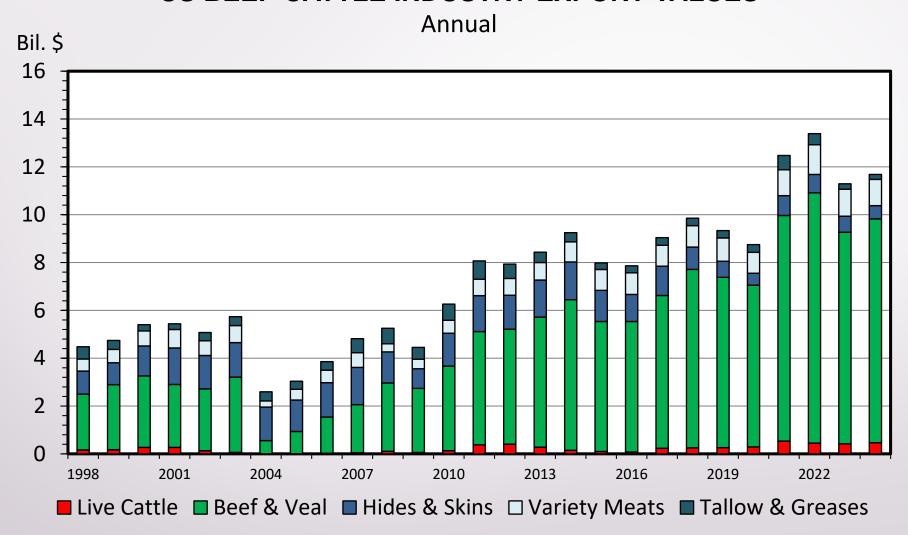
U.S. BEEF AND VEAL NET IMPORTS

Carcass Weight, Annual



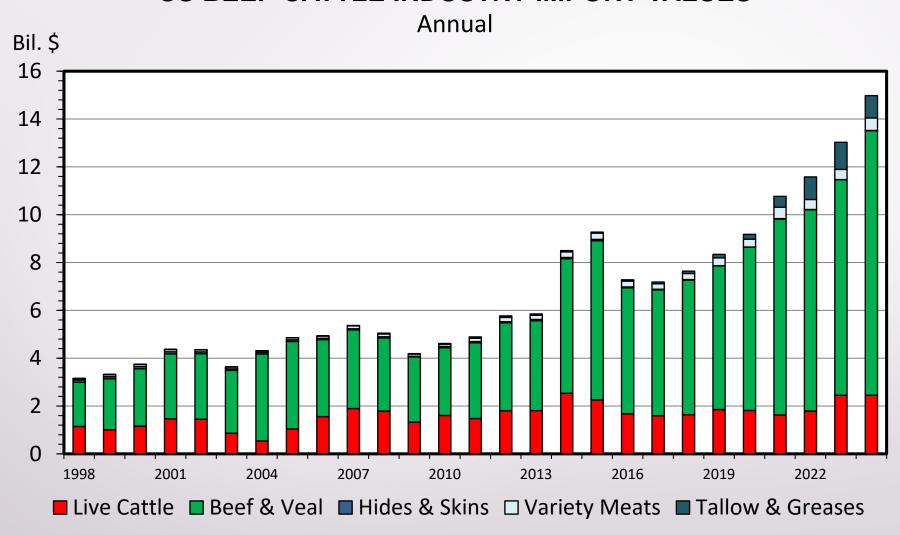
Data Source: USDA-ERS & USDA-FAS, Compiled and Forecasts by LMIC

US BEEF-CATTLE INDUSTRY EXPORT VALUES



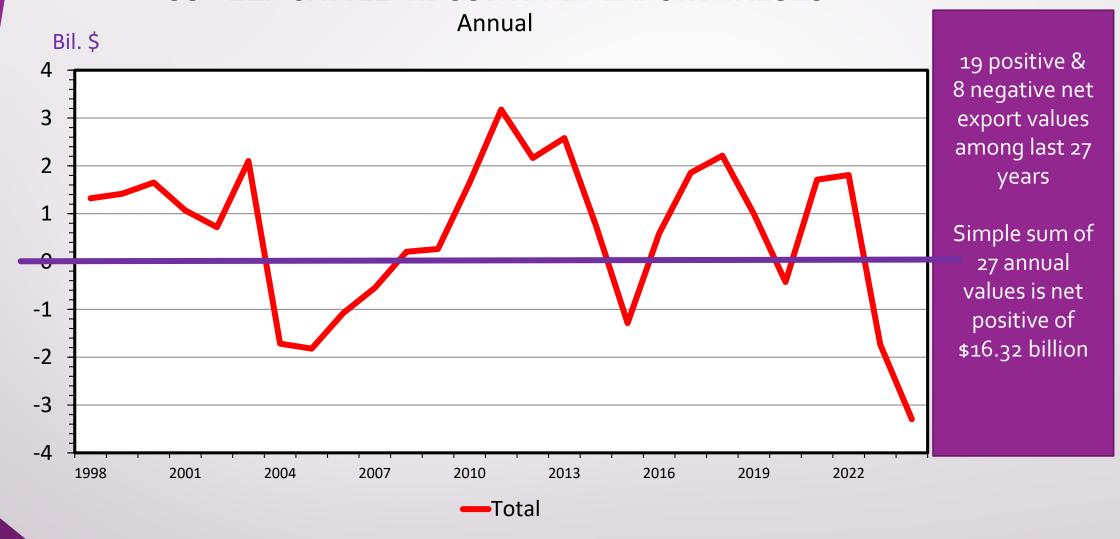
Data Source: USDA-FAS, Compiled & Analysis by LMIC

US BEEF-CATTLE INDUSTRY IMPORT VALUES



Data Source: USDA-FAS, Compiled & Analysis by LMIC

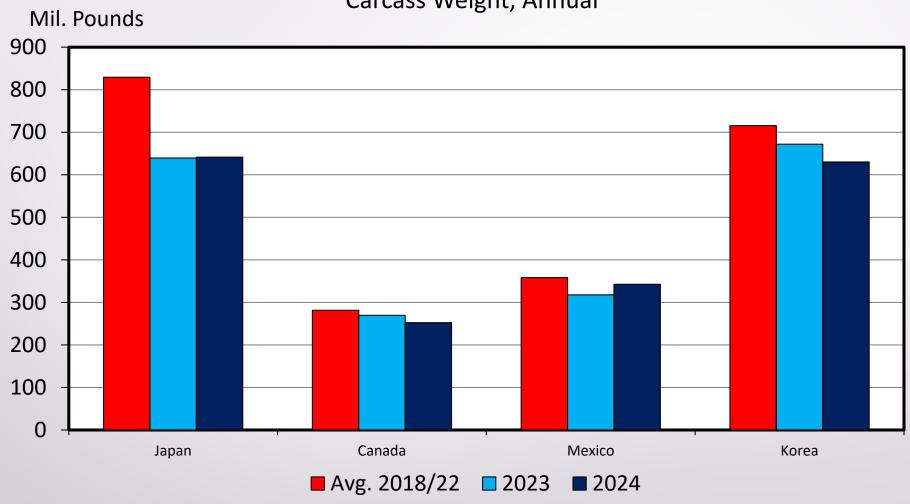
US BEEF-CATTLE INDUSTRY NET EXPORT VALUES



Data Source: USDA-FAS, Compiled & Analysis by LMIC

MAJOR US BEEF EXPORT MARKETS

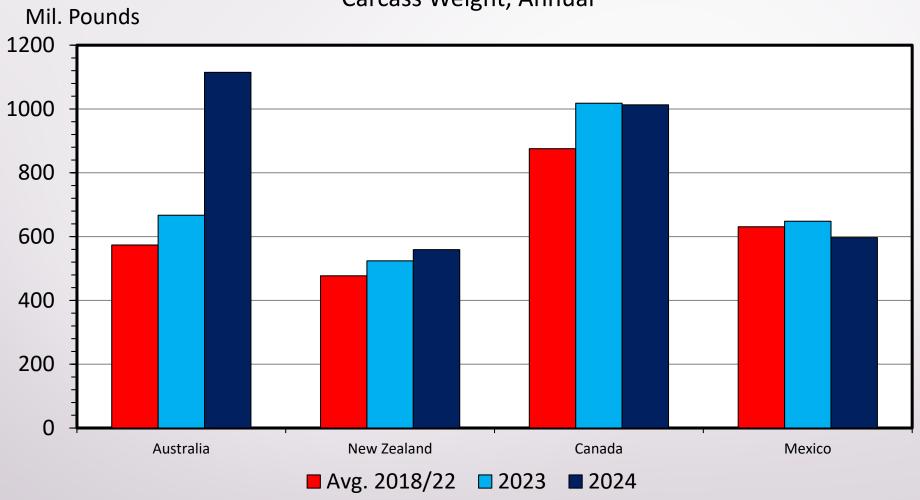
Carcass Weight, Annual



Data Source: USDA-ERS & USDA-FAS, Compiled by LMIC

MAJOR US BEEF IMPORT SOURCES

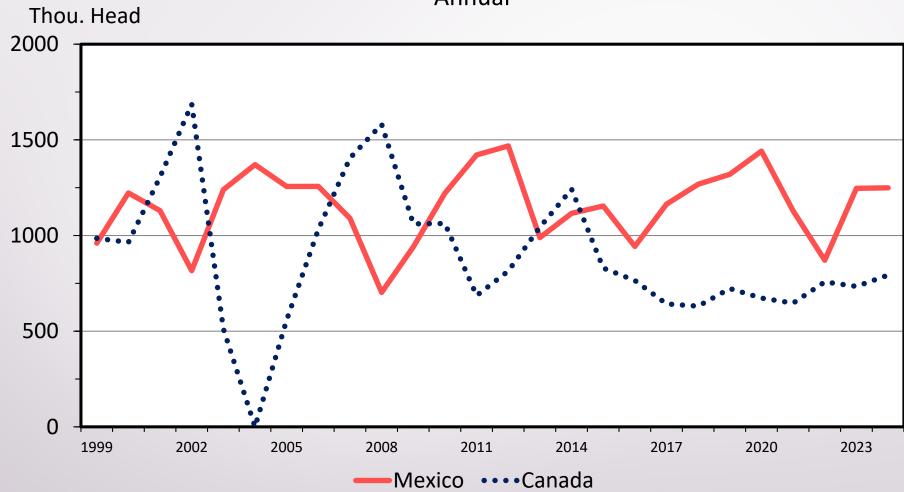
Carcass Weight, Annual



Data Source: USDA-ERS & USDA-FAS, Compiled by LMIC

CATTLE IMPORTS FROM CANADA AND MEXICO



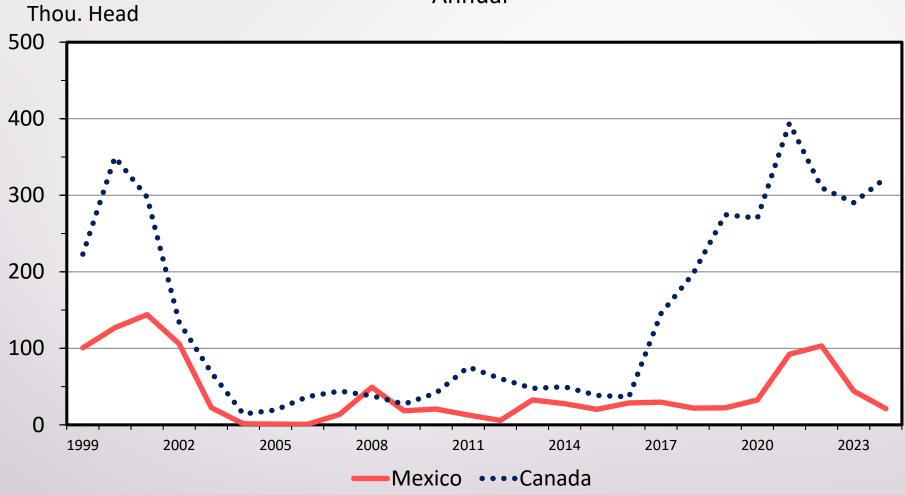


Data Source: USDA-ERS & USDA-FAS, Compiled by LMIC

I-N-13 02/21/25

CATTLE EXPORTS TO CANADA AND MEXICO

Annual

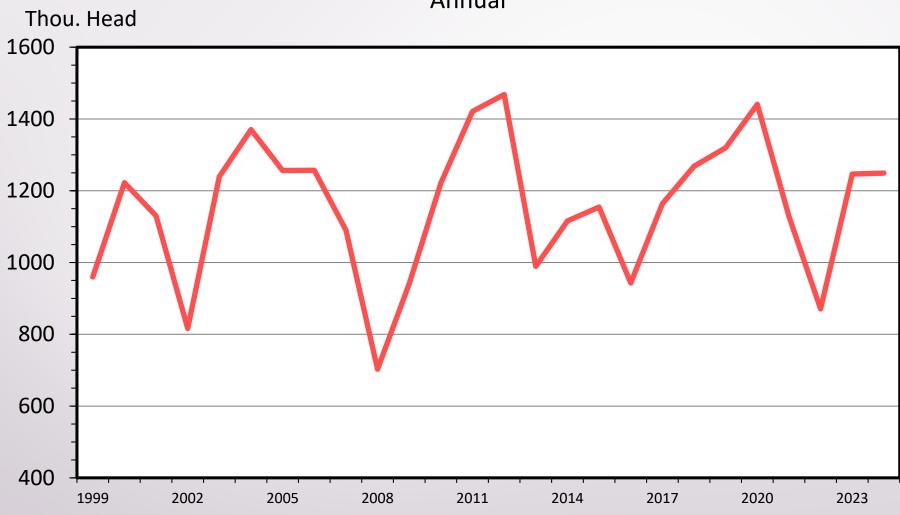


Data Source: USDA-ERS & USDA-FAS, Compiled by LMIC

I-N-14 02/21/25

CATTLE IMPORTS FROM MEXICO

Annual



Data Source: USDA-ERS & USDA-FAS, Compiled by LMIC

I-N-17 02/21/25