UW-Extension Feeder Cattle Workshops Evaluation Report, 2009

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Staff and students working for the Survey Research Center at UW-River Falls were instrumental in the completion of this study. We would like to thank Denise Parks, Jim Janke, Mandy Speerstra, Megan Keune, Ted Cannady, Hannah Stuttgen, Aaron Peterson, and Grady Stehr. We gratefully acknowledge their hard work and dedication. In addition, we would like to thank Dr. Brenda Boetel, UW-Extension Agricultural Marketing Specialist for her input and assistance throughout this process. Finally, we thank the workshop participants who took the time to complete the questionnaire.

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Executive Summary

In October and November 2009, the Survey Research Center (SRC) at the University of Wisconsin – River Falls mailed surveys to 134 farmers in Wisconsin who had participated in 2009 UW-Extension Feeder Cattle workshops presented by Dr. Brenda Boetel, UW - River Falls, Dr. Dave Kammel, UW – Madison, and Dr. Charles Stoltenow, North Dakota State University. The programming assessment was designed to help guide future research and educational programming associated with feeder cattle management. The SRC received 77 completed surveys, which is a strong 57 percent response rate. With 77 responses, the estimates contained in this report are expected to be accurate to within plus or minus 7 percent. Statistical tests do not indicate "non-response bias" is a problem with this sample.

- Fifty-eight percent of survey respondents said they have tried to implement concepts and ideas on their farm as a result of UW-Extension feeder cattle programming. The result that nearly six of ten producers have implemented changes due to these one-day workshops suggests they were effective. When asked to describe such changes, changes to their vaccination practices were mentioned most frequently.

- The 2009 UW-Extension Feeder Cattle workshops met, exceeded, or greatly exceeded the expectation of nearly nine in 10 participants. More than three-fourths of respondents would recommend UW-Extension Feeder Cattle workshops to a friend.

- Nearly all respondents found the facility design workshop to be relevant and the information provided useful. Over three-fourths reported learning something new at the facility design workshop which they have already applied. Eight percent reported arranging a follow-up visit with a county agent or state specialist to discuss facility design.

- The topic of price risk management was relevant to approximately 4 in 5 workshop respondents. Nearly three-fourths found the information provided at the workshop useful. Slightly over one-half of respondents report having already applied something they learned at the price risk management workshop. Nearly one-third report they have calculated their yardage costs, with 52 percent using UW-Extension tools to do so.

- The managing feeder calf health workshop was relevant and useful to nearly all survey respondents. Nearly nine in 10 respondents report they have already applied something they learning at the feeder calf health workshop.

- When asked what topics they would like to see at future UW-Extension workshops, herd management and feed issues were mentioned most frequently.

- The majority of survey respondents farm full-time and finish over 25 cattle annually. Most (72%) have been farming for over 20 years and are 45 or older (81%). About 1 out of 5 respondents have at least a 4-year college degree. More than three-fourths of respondents report a household income of less than $75,000.

Survey Purpose

The UW-Extension Feeder Cattle Workshops Evaluation was designed to help guide future research and educational programming associated with feeder cattle management. The Survey Research Center (SRC) at the University of Wisconsin – River Falls was chosen by Dr. Brenda Boetel, UW-Extension Agricultural Marketing Specialist, to conduct this program assessment.

Survey Methods

In October and November 2009, the SRC mailed surveys to 134 Wisconsin farmers who had participated in UW-Extension feeder cattle management programming in 2009. The SRC received 77 completed surveys, which is a 57 percent response rate. With 77 responses, the estimates contained in this report are expected to be accurate to within plus or minus 7 percent.

All surveys need to be concerned about "non-response bias." Non-response bias exists if people who fail to complete and return a survey have opinions systematically different than those who returned a survey. A standard way to test for non-response bias is to compare the response patterns of those who completed a survey after the first mailing to those who completed the survey after the second mailing. The SRC tested 25 variables included in the questionnaire and found only 2 instances in which responses from the first mailing and those from the second were statistically different. In both instances, the differences do not change the interpretation of results. **Based upon this analysis, which is described in greater detail in Appendix A, the Survey Research Center (SRC) concludes there is little evidence non-response bias is a concern for the UW-Extension Feeder Cattle Workshops Evaluation.**

In addition to the numeric responses, producers also provided additional written comments compiled by the SRC from the surveys. **Appendix B to this report contains the complete set of comments.**

Appendix C contains the survey questionnaire with a quantitative summary of responses by question.

Profile of Respondents

Table 1 summarizes the demographic profile of the feeder cattle workshop participants who responded to the survey. As we summarize the various elements of the survey, we will note any differences between the demographic groups.

- Fifty-seven percent of survey respondents were 55 and older. The average age of a principal farm operator in Wisconsin is 55.[1]

- Eighteen percent of the sample have a Bachelor's or Graduate/Professional degree compared to one-quarter of U.S. farmers (and Wisconsin residents) who have graduated from college with a 4-year degree or more[2].

- Sixty-two percent of survey respondents report a household income of $50,000 and above. In 2008, the median household income of farm operators in Wisconsin was $51,741.[3]

Table 1: Demographic Profile of Respondents

Age	**Count**	**18-24**	**25-34**	**35-44**	**45-54**	**55-64**	**65+**
Sample	66	3%	5%	11%	24%	36%	21%
Farm Full or Part-Time	**Count**	**Full-Time**	**Part-Time**				
Sample	61	56%	44%				
Cattle Finished Annually	**Count**	**25 or less**	**26-75**	**76-100**	**101-200**	**201+**	
Sample	63	35%	38%	6%	11%	10%	
Years Farming	**Count**	**Under 5**	**5-10**	**11-20**	**21-30**	**31-40**	**41+**
Sample	63	3%	6%	19%	13%	27%	32%
Educational Attainment	**Count**	**Less than HS**	**HS Diploma**	**Some Coll/Tech**	**Tech Coll. Grad**	**Bachelor's Degree**	**Grad/Prof Degree**
Sample	64	2%	23%	30%	27%	9%	9%
Household Income Range	**Count**	**Less than $15,000**	**15,000-$24,999**	**$25,000-$49,999**	**$50,000-$74,999**	**$75,000-$99,999**	**$100,000 or more**
Sample	57	4%	5%	30%	39%	12%	11%

[1] 2007 Census of Agriculture. http://www.agcensus.usda.gov/Publications/2007/Online_Highlights/County_Profiles/Wisconsin/cp99055.pdf

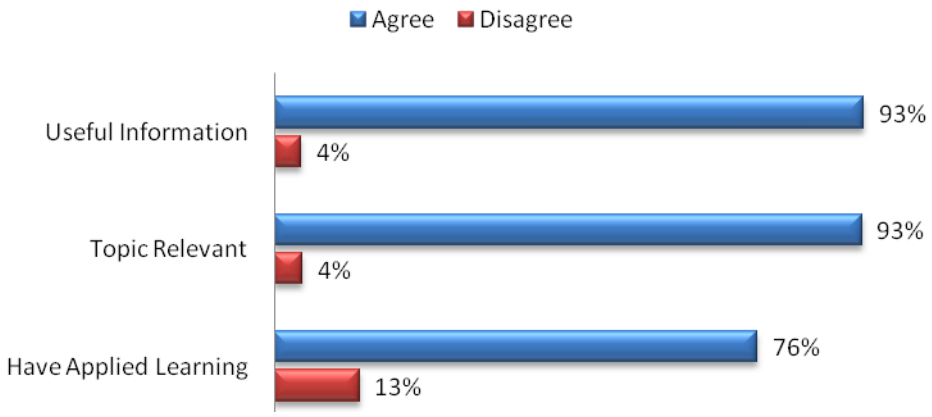
[2] National Agricultural Statistics Service (NASS). http://www.ers.usda.gov/briefing/wellbeing/demographics.htm

[3] USDA Agricultural Resource Management Survey. http://www.ers.usda.gov/Briefing/WellBeing/farmhouseincome.htm

Handling Facility Design Options for Dairy Holstein Steers

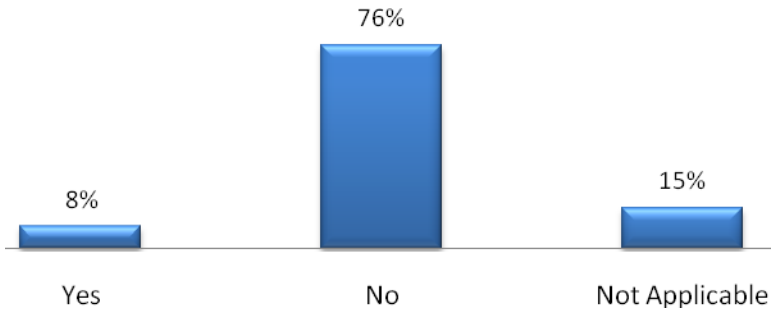
Respondents were asked about the relevance, usefulness and their ability to apply information learned at the *handling of facility design options for dairy Holstein steers* workshop. In Figure 1, the top bar indicates the proportion of respondents who agree or strongly agree with each statement. The bottom bar indicates the proportion who disagree or strongly disagree. Ninety-three percent of the respondents said the topic was relevant, and they found the information useful. A substantial number of respondents, 76 percent, said they had applied this information in their own operation.

Figure 1: Workshop: *Handling Facility Design Options for Dairy Holstein Steers*



Follow-Up. Figure 2 shows 8 percent of the respondents said they have scheduled a follow-up visit to discuss facility design, while 76 percent said they have not. In terms of demographic differences, respondents with a four-year degree or higher were less likely to have arranged a follow-up visit.

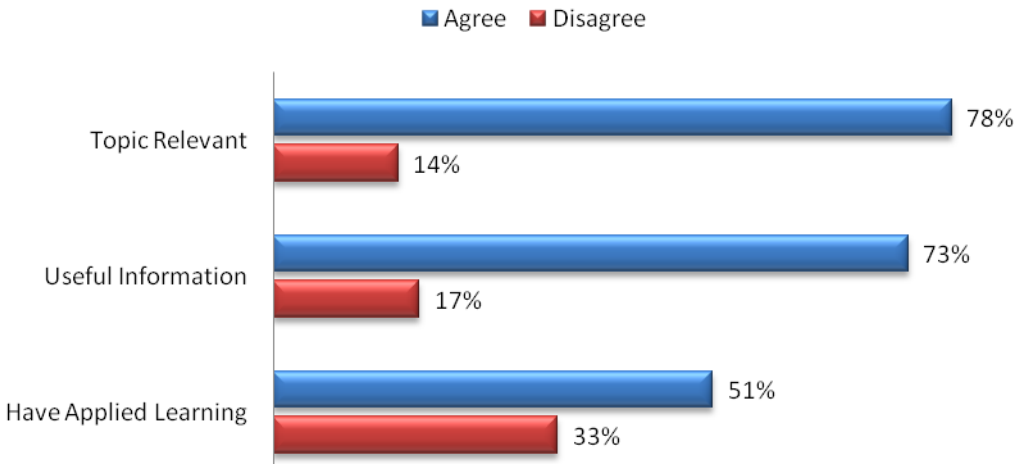
Figure 2: Have you arranged for a follow-up visit with a county agent or state specialist to discuss facility design?



Price Risk Management: Tools to Determine Cost of Production & Programs to Secure a Price

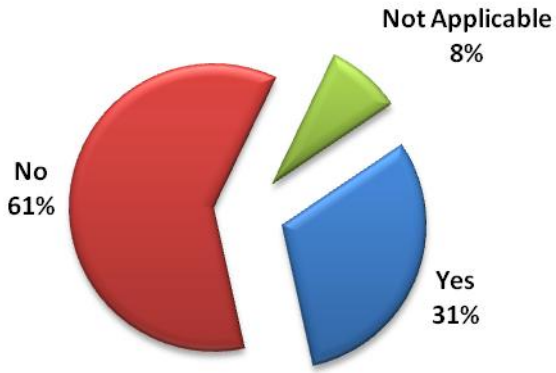
Respondents were asked about the relevance, usefulness, and applicability of the *price risk management* workshop. In Figure 3, 78 percent agreed or strongly agreed the topic was relevant. Seventy-three percent found the price risk management information useful, and nearly half of the respondents (51%) have applied what they learned.

Figure 3: Workshop: *Price Risk Management: Tools to Determine Cost of Production and Programs to Secure a Price*



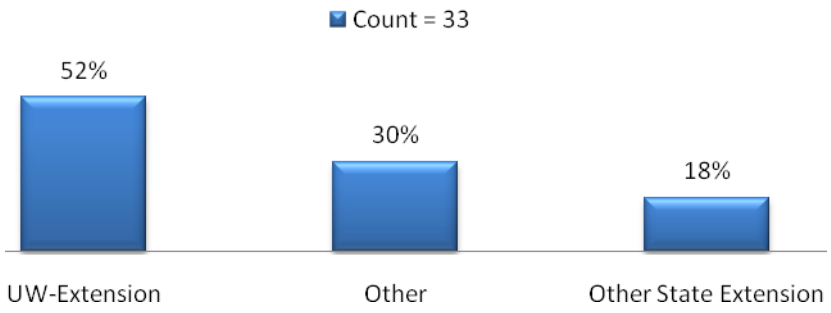
Yardage Costs. A follow-up question asked respondents if they have calculated their yardage costs, one of the price risk tools discussed in the workshop. Figure 4 shows less than one-third of the respondents (31%) have calculated their yardage costs.

Figure 4: Have you calculated yardage costs?



When those who have calculated yardage costs were asked which tools they used to calculate costs, 52 percent report using tools from UW-Extension, 18 percent received help from some other state extension material, and 30 percent used other tools (Figure 4a). Of those responding with "other", respondents used their own Excel spreadsheets, while others used resources from their cooperative or technical college. See Appendix B, Question 4a for a full list of "other" tools used.

Figure 4a: If you have calculated yardage costs, which sources did you use to do so?

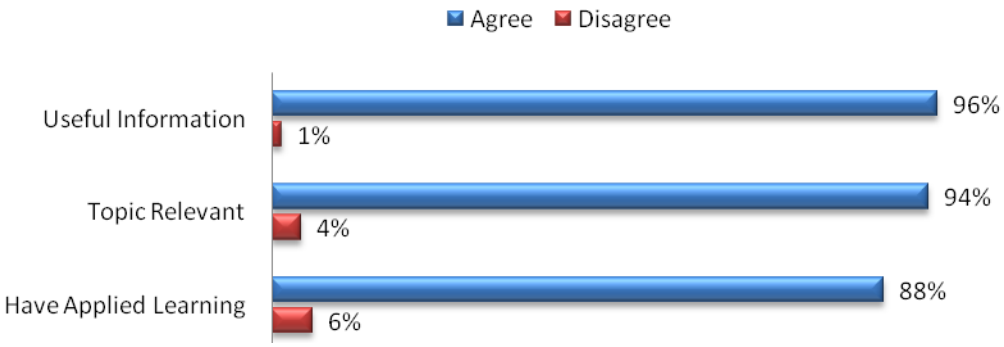


- Respondents with lower levels of **formal education** were more likely to calculate their yardage costs than those who had a four-year degree or more.
- Producers who **finish more than 25 cattle annually** are more likely to use UW-extension tools (such as spreadsheets) to calculate their costs than were those finishing 25 or less cattle per year.

Managing Feeder Calf Health

A third workshop topic covered *managing feeder calf health* and respondents were, again, asked about the usefulness, relevance, and applicability of the information. As Figure 5 shows, 96 percent found the information useful, 94 percent found the topic relevant, and 88 percent agreed or strongly agreed they were able to apply what they learned. Clearly, this workshop was quite successful with the target audience.

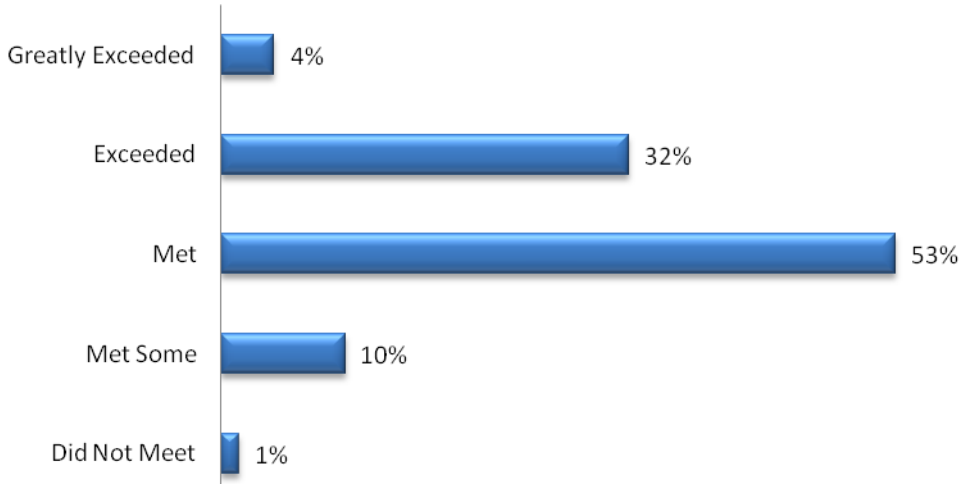
Figure 5: Workshop: *Managing Feeder Calf Health*



Overall Assessment

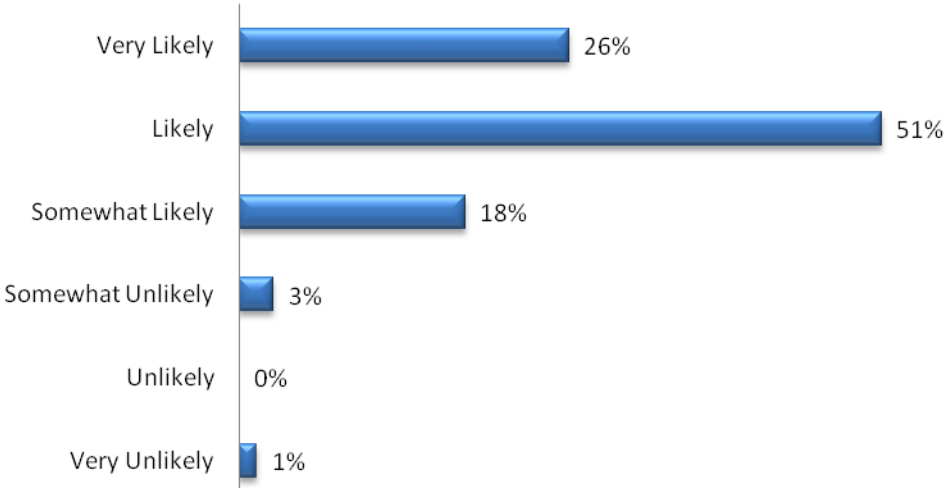
Expectations. Nearly 90 percent of respondents said their expectations of the 2009 UW-Extension Feeder Cattle workshops were met or exceeded. Only 1 percent of the respondents felt their expectations were not met.

Figure 6: To What Extent did the 2009 UW-Extension Feeder Cattle Workshops Live Up to your Expectations?



Recommend. As shown in Figure 7, over three-quarters (77%) of the respondents were likely or very likely to recommend UW-Extension Feeder Cattle workshops to a friend, while 18 percent were somewhat likely to recommend it. Only 4 percent were somewhat unlikely or very unlikely to recommend the workshops.

Figure 7: How Likely is it that you would recommend UW- Extension Feeder Cattle workshops to a friend?



Future Workshops. Respondents were asked to comment on additional topics they would like to see at future UW-Extension workshops. Table 2 shows the results of this question by topic. Of the total comments, 66 percent felt herd management and feed topics would be the most beneficial. Additional topics include prices and cost, facilities, and miscellaneous topics (see Appendix B, Question 8 for a full list of topics).

Table 2: What topics would you like to see at future UW-Extension workshops?

Topic	Count	%
Herd Management	27	36%
Feed	23	30%
Prices/Cost	7	9%
Facilities	6	8%
Miscellaneous	13	17%
Total	**76**	**100%**

Comments Include:

"Beef producers: Question and Answer session to swap ideas."

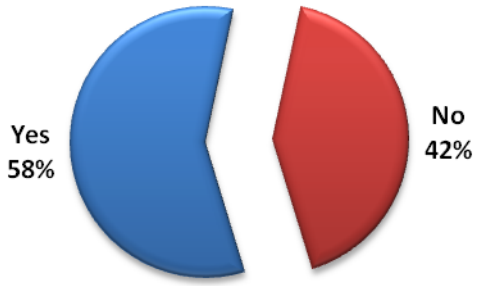
"Low cost of feeding options."

"Herd health."

Farm Operation

When respondents were asked if they have tried to implement any of the concepts and ideas presented at the workshops on their own farm, 58% said they have. There are inconsistencies in this result. The percentage of producers who have *implemented workshop concepts/ideas* (58%) is lower than those reporting they have *applied something learned* at the facility design workshop (76%) and feeder calf health workshop (88%). (Figures 1 and 5). The discrepancy could be the result of some workshop participants making a distinction between *implementing workshop concepts/ideas* and *applying something learned at the workshops*. Regardless of the discrepancy, the result that nearly six of ten producers have implemented changes as a result of these one-day workshops suggests they were effective.

Figure 8: As a result of the 2009 UW-Extension's Feeder Cattle Workshops, have you Implemented any of the Concepts and Ideas Presented at Your Farm?



In a separate follow-up question, respondents were asked to describe the changes made to their farm operation. Of the 31 respondents who wrote about the changes made at their farm, 65 percent made changes to their operation. An additional 6 percent have plans in mind, and 29 percent provided miscellaneous comments (Table 3). Table 3a highlights the actual changes made.

Of the 65 percent who made changes, 35 percent made changes in their vaccination practices or animal health, while one-fourth (25%) changed their handling facilities through pens, fences, or chutes. An additional 25 percent made changes to both their handling pens and vaccination practices. The remaining 15 percent changed various other aspects of the operation. (See Appendix B, Question 9a for a full list of comments).

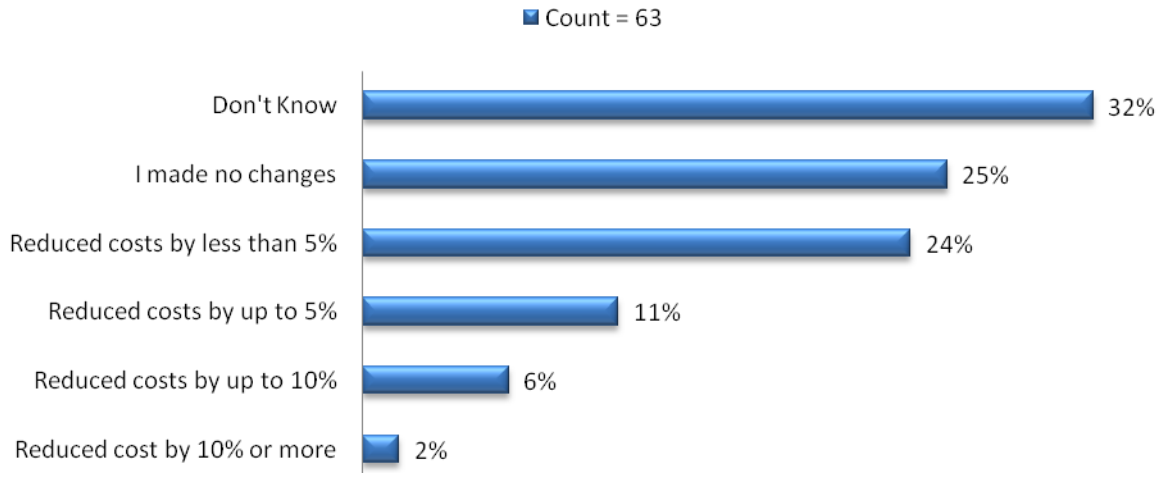
Table 3: If you have tried to implement any of the concepts and ideas presented in the workshops, please describe:		
Action	**Count**	**%**
Have Made Changes (*see Table 3a below*)	20	65%
Have Plans in Mind	2	6%
Miscellaneous	9	29%
Total	**31**	**100%**
Table 3a: Type of Changes Made:		
Changes Made	**Count**	**%**
Vaccination/Animal Health	7	35%
Handling Pens	5	25%
Both	5	25%
Miscellaneous	3	15%
Total	**20**	**100%**

Determining Extension Program Economic Value

One portion of the survey tried to estimate the economic value that participants gain by changing behaviors or practices resulting from the workshop programming by asking about farm operation cost saving or reduced expenditure.

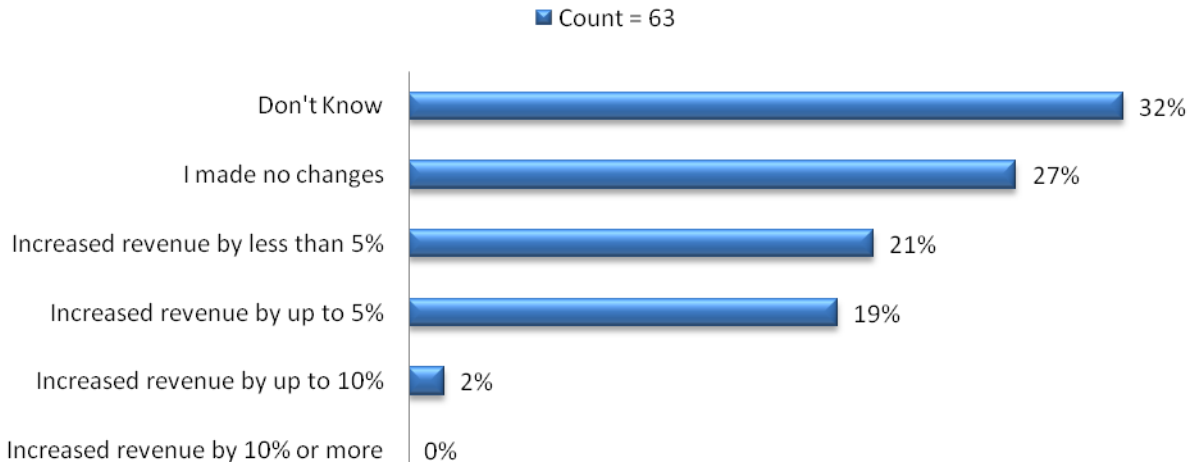
Reduced Costs. Respondents were asked whether the changes made on their farm operation reduced costs. As Figure 9 shows, 25 percent said they had not made any changes, and another 32 percent "don't know". So, a relatively small number of producers were able to report how changes made to their farm operation affected them financially. Approximately one-quarter stated the changes implemented were able to reduce costs by less than 5 percent. One respondent (2%) reported their costs had been reduced by more than 10 percent.

Figure 9: As a Result of the 2009 UW-Extension's Feeder Cattle Workshops,
***I have made Changes in My Farm Operation that*:**



Increased Revenue. A subsequent question asked respondents if changes made to their farm operation due to the workshops has increased revenues. As was the case when producers were asked if changes to their farm operation has reduced costs, a relatively small number of producers were able to report increased revenue. Figure 10 shows 27 percent of the respondents did not make any changes on their operation to increase revenue. Comparable numbers of respondents, at around 20%, were able to increase their revenue either less than 5 percent or up to 5 percent. None of the respondents were able to increase revenue by more than 10 percent, while one respondent increased revenue by up to 10 percent.

Figure 10: As a Result of the 2009 UW-Extension's Feeder Cattle Workshops,
***I have made Changes in my Farm Operation that*:**



Conclusions

The UW-Extension Feeder Cattle Workshops Evaluation was designed to provide UW-Extension with an understanding of the extent to which Extension programming has had an impact on the management practices of participants. The analysis in this report concludes:

- Fifty-eight percent of respondents report they have made changes as a result of UW-Extension's feeder cattle programming.

- Workshop topics were relevant and the information provided was useful to participants. Nearly nine in ten respondents reported the workshops met or exceeded their expectations.

- Herd management and feed issues were the two most frequently mentioned topics when respondents were asked what topics they would like to see at future UW-Extension workshops.

- Twenty-one percent of the respondents reported that as a result of changes in their farm operation since attending the 2009 UW-Extension Feeder Cattle workshops, they have *increased their revenue* by at least 5 percent. A similar percentage, 19%, reported a *reduction in costs* by at least 5 percent as a result of changes they have made in their farm operations since attending the Feeder Cattle workshops.

Appendix A – Non-Response Bias Test

All surveys need to be concerned about "non-response bias." Non-response bias exists if people who fail to complete and return a survey have opinions which are systematically different than those who returned a survey. For example, Question 6 of the survey asked respondents to what extent did the 2009 UW-Extension Feeder Cattle Workshops live up to their expectations on a scale from "greatly exceeded" (= 1) to "did not meet" (=5). If only people who were very satisfied with the workshops responded to the survey, the rating in the report would overstate the level of satisfaction of the overall population and the survey would have non-response bias.

The standard way to test for non-response bias is to compare the responses of those who return the first mailing of a questionnaire to those who return the second mailing. Those who return the second questionnaire are, in effect, a sample of non-respondents (to the first mailing), and we assume they are representative of that group. In this survey, 56 people responded to the first mailing and 21 responded to the second mailing.

Table A1 – Statistically Significant Differences Between Responses of First and Second Mailings

Variable	Mean First Mailing	Mean Second Mailing	Statistical Significance
4a. Did you use tools from any of the following to calculate your costs? (Other state extension)	.04	.19	.024
15. How long have you been farming (years)?	4.72	3.88	.039

Two variables were found with statistically significant differences between the mean responses of these two groups of respondents (**Table A1**) out of 25 tested. While these items are statistically different, the differences are relatively small and would not affect the overall interpretation of the results. Respondents to the first mailing were less likely to say they regularly assess the use of 'other' state extension (besides UW-Extension) to calculate yardage costs. Mail 1 respondents were more likely to have farmed longer with a mean of 4.72 on a scale of "1 = less than 5 years" to "6 = 41+ years" than Mail 2 respondents (mean = 3.88). **The Survey Research Center (SRC) concludes there is little evidence non-response bias is a concern for this sample.**

Appendix B – UW-Extension Feeder Cattle Workshops Evaluation Written Comments

Q4a. If yes to Question 4, (*Have you calculated your yardage costs?*)**, did you use tools (spreadsheets, etc.) from any of the following to calculate your costs?**

'Other' Responses

- Co-op
- Land O' Lakes, Purina feed
- My own
- N.W.T.C
- Own paper, pencil, and calculator at tax time
- Own spreadsheet
- Self Excel sheet
- Use my own costs

Q8. What topics would you like to see at future UW-Extension workshops?

Herd Management (27 responses)

- Implants **(3x)**
- Herd health **(2x)**
- Vaccinations **(2x)**
- A little on breeding
- Actual demonstration on right ways to castrate
- Animal health
- Beef cattle health
- Beef genetic (Angus)
- Beef: breeds/bulls/genetics--what to look for/what cows to keep/sell and heifers to keep/sell
- Cattle finishing
- Cattle health
- Disease outbreaks
- Early weaning
- Holstein calf raising
- How to pick a bull and cow that will improve your herd
- Increasing genetics
- More calf management
- More on health
- More vet heard management
- Raising cattle without using antibiotics
- Small cow/calf herd
- Steer raising old buildings for raising steers

- Updated info on calf health
- Vet work/vaccinations
- What's new in the beef industry

Feed (23 responses)

- Feed Rations **(2x)**
- Low cost of feeding options **(2x)**
- Back-grounding cattle on grass
- Comparison in grain fed to grass fed beef
- Creep feeding
- Dairy heifer nutrition
- Effects of feeding roughage to Holstein steers verses an all grain diet
- Feeding out cattle
- Feeding strategies that reduce cost
- Feeds and nutrition
- Finishing cattle using as much pasture as possible
- Forage diets
- Grass fed beef applications
- Grass finishing beef
- Grass finishing--how to do it and when they are finished
- Nutrient management
- Nutrition
- Purchasing feed and getting a better price
- Rations for beef
- Something on feeding byproducts
- Whole corn diets

Prices/Cost (7 responses)

- Market pointers **(3x)**
- Fed cattle contracts
- Feeder marketing options
- More cost breakdown
- Price

Facilities (6 responses)

- Cow calf operation and related topics **(2x)**
- Chutes/areas
- Adopting old facilities to new ones.
- Dairy cattle facilities
- Dairy heifer housing

Miscellaneous (13 responses)

- Beef: producer Q & A--swap ideas
- Cattle finisher for Holstein steers
- Contracting cattle
- Explain composition of CPPI index
- Failure of rubber band for castration
- How to keep Hsus out of our business
- Info on group raising calves
- Marketing embryos and registered cattle
- One on one advice
- Pre-conditioning
- Review vaccinations
- State rule and regulation pertaining to small farmers
- What is new in beef

Q9a. If yes to Question 9 above (*as a result of the 2009 UW-Extension's Feeder Cattle workshops, have you tried to implement any of the concepts and ideas presented at your own farm?*)**, please describe:**

Changes made:

- Catch chute---cattle handling. Giving shots to cattle and vaccination **(2x)**
- Better vaccinating practices
- Changed handling pens and chute
- Feeder calf health
- Fencing and what shots to give.
- Handing cattle has been improved at home.
- Handling of heifers and steers, watching costs.
- I am trying feed contracts. I have been able to make some adjustments in labor and management to make things work more smoothly and efficiently.
- I redid some fencing. Tried techniques they showed me on fencing for calves.
- I'm a dairy farmer. I decided to sell the steers and expand the milking herd. I applied some of the facility design ideas to my barnyard.
- I'm working with my vet for animal health. Started building a new working pen
- Implemented feeder calf health for Holstein dairy steers
- Learned more about vaccines and antibiotics
- Making holding pens
- Refined yardage cost for our feedlot based on yardage calculation. Reduced vaccine usage--used nutrition consultant for developing rations. Q. 11 made no changes that resulted in increased revenue but did reduce cost--changes in cattle market used up an potential increase
- Scour treatment and prevention, positive pressure ventilation

- The vaccination program
- Vaccinated newly purchased cattle differently and plan to redesign facilities
- Vaccinations, group cattle to same sizes, sell uniform groups not numbers

Plans in mind

- I plan on building a facility to handle cattle
- Not as of yet, but still have plans for some changes

Miscellaneous

- Better understanding of vaccination, when and what to use, rest period prior to purchase and after, importance of healthy immune system.
- Charles Stoltenow was very good. Need more information like he presented.
- I do not have cattle, I can salt.
- Just trying to learn as much as I can
- The vet gave good information on vaccination and drugs
- Tub design
- We got a good answer as why we lost cattle very early in the beef lot. Have a very small herd now, but hope to improve genetics and move forward in a very positive way. We would certainly go to another workshop if made available to us. Thanks for the last workshop.
- We have approximately 60 cows to ----- next spring and we are 100% grass and hay at this time. It is hard to do this survey--too much time has elapsed since the workshop.
- When treating steers for sickness what drug work with each other and what drugs work against each other

Appendix C – Quantitative Summary of Responses by Question
UW-Extension Feeder Cattle Workshops Evaluation

PLEASE RETURN BY xxxxxx, 2009

Using blue or black ink, please fill the circle that most closely matches your response on the following:
Please fill the circle: Like this: ● Not like this: ✓ ✗ /

Handling Facility Design Options for Dairy Holstein Steers

1. Please indicate your level of agreement with the following statements concerning the 2009 UW-Extension workshop on facility design options for dairy holstein steers conducted by Dave Kammel, UW-Madison:

	Strongly Agree	Agree	Disagree	Strongly Disagree	Don't Know
a. topic was relevant for me	19%	74%	3%	1%	3%
b. information provided is useful to me	13%	80%	3%	1%	3%
c. learned something new that I have already applied	12%	64%	9%	4%	10%

2. Have you arranged for a follow-up visit with a county agent or state specialist to discuss your cattle handling facility design?

Yes	No	Not Applicable
8%	76%	15%

Price Risk Management: Tools to Determine Cost of Production & Programs to Secure a Price

3. Please indicate your level of agreement with the following statements concerning the 2009 UW-Extension workshop on price risk management conducted by Brenda Boetel, UW-River Falls:

	Strongly Agree	Agree	Disagree	Strongly Disagree	Don't Know
a. topic was relevant for me	9%	70%	12%	3%	7%
b. information provided is useful to me	10%	63%	15%	1%	10%
c. learned something new that I have already applied	6%	45%	30%	3%	16%

4. Have you calculated your yardage costs?

Yes	No	Not Applicable
31%	61%	8%

4a. If yes, did you use tools (spreadsheets, etc.) from any of the following to calculate your costs? **Mark (•) all that apply.**

UW-Extension	Other State Extension	Other, please specify **See Appendix B**
22%	8%	13%

Managing Feeder Calf Health

5. Please indicate your level of agreement with the following statements concerning the 2009 UW-Extension workshop on managing feeder calf health conducted by Charles Stoltenow, North Dakota State University:

	Strongly Agree	Agree	Disagree	Strongly Disagree	Don't Know
a. topic was relevant for me	47%	47%	4%	0%	1%
b. information provided is useful to me	43%	53%	1%	0%	3%
c. learned something new that I have already applied	39%	49%	6%	0%	6%

Overall Assessment

6. Overall, to what extent did the 2009 UW-Extension Feeder Cattle Workshops live up to your expectations?

Greatly Exceeded	Exceeded	Met	Met Some	Did Not Meet
4%	32%	53%	10%	1%

7. How likely is it that you would recommend the UW-Extension Feeder Cattle workshops to a friend?

Very Likely	Likely	Somewhat Likely	Somewhat Unlikely	Unlikely	Very Unlikely
26%	51%	18%	3%	0%	1%

8. What topics would you like to see at future UW-Extension workshops?

a. **See Appendix B** b. **See Appendix B** c. **See Appendix B**

Your Farm Operation

Please tell us a few things about your farm operation:

	Yes	No
9. As a result of the 2009 UW-Extension's Feeder Cattle workshops, have you tried to implement any of the concepts and ideas presented at your own farm?	58%	42%

9a. If yes to Question 9 above, please describe:

See Appendix B

10. As a result of the 2009 UW-Extension's Feeder Cattle workshops, I have made changes in my farm operation that: **Mark (•) one only.**

Reduced costs by 10% or more	Reduced costs by up to 10%	Reduced costs by up to 5%	Reduced costs by less than 5%	I made no changes	Don't Know
2%	6%	11%	24%	25%	32%

11. As a result of the 2009 UW-Extension's Feeder Cattle workshops, I have made changes in my farm operation that: **Mark (•) one only.**

Increased revenues by 10% or more	Increased revenues by up to 10%	Increased revenues by up to 5%	Increased revenues by less than 5%	I made no changes	Don't Know
0%	2%	19%	21%	27%	32%

12. Do you farm full- or part-time?

Full-time	Part-time
56%	44%

13. How many cattle do you finish annually?

25 or less	26 - 75	76 - 100	101 - 200	201+
35%	38%	6%	11%	10%

Please tell us a few things about yourself:

14. What is your age?

18 – 24	25 – 34	35 – 44	45 – 54	55 – 64	65+
3%	5%	11%	24%	36%	21%

15. How long have you been farming (years):

Less than 5	5 – 10	11 – 20	21 – 30	31 – 40	41+
3%	6%	19%	13%	27%	32%

16. Highest level of education:

Less than high school	High school diploma	Some college/tech	Tech college graduate	Bachelor's degree	Graduate or professional degree
2%	23%	30%	27%	9%	9%

17. Household income range:

Less than $15,000	$15,000 - 24,999	$25,000 – 49,999	$50,000 – 74,999	$75,000 – 99,999	$100,000 or more
4%	5%	30%	39%	12%	11%

Thank You for Completing the Survey! Your survey responses are anonymous and will be reported in group form only. Please return your survey by xxxxxxxxxxxx to:

Survey Research Center
University of Wisconsin - River Falls
410 S. Third St.
River Falls, WI 54022-5001