



MISSOURI AGRICULTURE

Cattle Snapshot

Agriculture.Mo.Gov

METHODS TO ADD VALUE TO YOUR HERD

1. FORAGE STOCKPILING
2. INTENSIVE GRAZING
3. SYNCHRONIZED BREEDING
4. ARTIFICIAL INSEMINATION
5. VACCINATION
6. CASTRATION
7. DEHORNING
8. ELECTRONIC IDENTIFICATION TAGS



Economic Contribution to Missouri

The numbers prove the Missouri cattle industry plays a major part in maintaining and growing a strong economy. Missouri's cattle industry contributes more than \$1.6 billion to its economy and supports more than 40,825 jobs. Total sales for cattle and calves have exceeded \$1.9 billion, which equals 19.2 percent of total sales. Agriculture provides 38.2 percent of the jobs in Missouri, which includes jobs created by the cattle industry.

Adding Value to Missouri Cattle

Exporting is a way for Missouri producers to add value to their herd, increase sales and find new market avenues for their cattle genetics. Missouri producers can add value to their herd in many ways: enhancing pasture health, instilling strong management practices, improving expected progeny differences and breeding for strong maternal traits. Certifying semen and embryos for export is another way to add value to a herd. Certifying genetics opens the door to new markets outside of the U.S. and can increase a producer's bottom line.

Producers can work with Certified Semen Services (CSS) to help facilitate the exportation of genetics. Many semen collection facilities are CSS certified which means they comply with CSS minimum requirements for disease control of semen produced for artificial insemination (AI). A CSS provides a minimum standard for health monitoring and disease surveillance of bulls prior to entering isolation, during an isolation period and throughout residency at an AI center.

The Missouri Agricultural and Small Business Development Authority (MASBDA) provides state tax credits to Missouri's qualified beef producers who raise and background or finish Missouri-born qualified beef animals to a weight of 100 pounds (or more) over their established baseline weight. Producers interested in participating in the program should contact MASBDA at (573) 751-2129 or visit their website at Agriculture.Mo.Gov.

MISSOURI CATTLE RANKINGS IN THE US

#2 IN COW/CALF PRODUCTION
#2 IN BEEF COWS

GROWING

Missouri's Cattle

INDUSTRY GLOBALLY

MARKETING ASSISTANCE

The Missouri Department of Agriculture's Domestic & International Marketing Program provides agent/distributor research, export finance assistance, market research and trade counseling, as well as issues export certificates to Missouri companies. The program plans buyer's trade missions and international trade missions to promote Missouri's industry and make connections between buyers and sellers. Throughout the year, the program participates in domestic and international trade shows to make additional connections in the industry, promote their programs and grow Missouri businesses.

BEFORE EXPORTING

Check USDA APHIS's website to understand rules and regulations: www.aphis.usda.gov

- a. The program handbook is available on the USDA APHIS website. The program handbook:
 - Regulates the exportation of live animals, hatching eggs and animal germplasm
 - Covers approved disinfectants
 - Discusses approval of export inspection facilities
 - Explains approval for pre-export inspection of livestock at export isolation facilities and other facilities associated with port of embarkation
 - Provides instructions/regulations on use of ocean vessels for animal transportation
- b. A U.S. Origin Health Certificate is required for exportation of live animals, semen and embryos. Certificates are issued through USDA Veterinary Service Offices. These certificates are available on the USDA APHIS website. The website also provides a list of the USDA Veterinary Services locations for producers to contact. Consult with the importing country;
 - As the exporter, it is ultimately your responsibility to ensure that your products comply with regulations in the destination country.
 - Significant differences exist among different countries, so communicate with your importer. Embassies may be of assistance, or you may contact regulatory agencies in those countries directly for information.

WHAT'S THE WORLD BUYING?

Countries are importing live animals, semen and embryos from Missouri's cattle producers. Missouri is known for superior livestock genetics and reproduction management. Importing countries recognize the quality of Missouri's cattle genetics and have a strong desire to implement those genetics in their herds in order to benefit financially. Countries with humid and dry climates and limited resources want Missouri eared cattle such as Beefmaster, Brahman and Brangus. Countries that have a cooler climate and access to greater resources are importing Black and Red Angus, Simmental, Limousin, Hereford and Charolais.



WHO'S BUYING FROM THE U.S.?

In 2016, Canada imported more than \$6.6 million worth of live cattle. Mexico ranks second, importing more than \$4.7 million. Algeria, Taiwan, Costa Rica, Netherlands, United Kingdom, Switzerland and Italy are also importing Missouri cattle. Combined, these countries imported more than \$1.5 billion worth of live cattle in 2016.

MISSOURI'S TOP 5 LIVE CATTLE & GENETIC EXPORT PARTNERS



USDA GATS 2017