



Extension  
Sheep Program



**SOUTH DAKOTA STATE  
UNIVERSITY EXTENSION**

## American Sheep Industry Benchmarking Survey

Purpose For the U.S. sheep industry to grow and stay competitive, the mantra “you can’t manage what you don’t measure” should be addressed. Establishing industry baselines allow producers to compare their enterprise health to sheep operations of comparable size and geographic origin. When producers can benchmark their operational performance against peers of similar operational size and region, proactive decisions to improve can be made. This survey will help us develop baseline estimates for the American sheep industry. We thank you for your willingness to participate.

Q1 What is the zip code of your operation?

Q2 What relationship do you have with the operation? (Person taking the survey)

1. Owner
2. Manager
3. Employee
4. Other\_\_\_\_\_

Q3 What best describes your operation (select all that apply)

1. Seedstock Enterprise
  2. Ewe/Lamb Enterprise
  3. Lamb Feeding/Finishing Enterprise
  4. Other \_\_\_\_\_
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Q4 What best describes the size of your operation?

1. 1 to 24 head
2. 25 to 99 head
3. 100 - 299 head
4. 300 - 999 head)
5. 1,000 - 2,499 head
6. 2,500 - 4,999 head
7. > 5,000 head

Q5 Next to each animal type, please indicate the approximate number of sheep on your operation.

Breeding Ewes	
Breeding Rams	
Replacement Ewes	
Replacement Rams	
Lambs (market/feeder)	

**Feedstuffs** - Please fill out information related to feeding and feedstuffs.

Q6 How many days annually do you replace what your ewes need on pasture with hay or similar feedstuff?

Q7 Do you feed a salt or mineral?

1. Yes
2. No

Q8 If you do feed a salt or mineral, please fill in the approximate unit amount and cost of unit amount *annually*. If not applicable, please leave blank.

	Define Unit	Current \$ per Unit
EXAMPLE	50 pounds	\$208.00
Salt		
Mineral		

Q9 What type of land do you graze on and what percentage of total grazing (AUMs) does it make up?

	EXAMPLE	% of Current Land Use (AUMs)
Deeded	80%	
Leased – Forest Service		
Leased – BLM		
Leased – Private		
State	20%	
Tribal		
Other (specify):		

Q10 Does your operation have multi-species grazing? If so, what percentage of your total grazing does sheep represent?

1. Yes – what % does sheep represent? \_\_\_\_\_%
2. No

Q11 How many grazing days are used for each animal class?

	EXAMPLE	Days Grazing (Annually)
Ewes	200	
Rams	150	
Lambs	0	

**Animal Receipts** - Please fill out information related to animal receipts.

Q12 **Selling Breeding Animals** | Fill out the following table related to selling breeding animals *annually*. If not applicable, please leave blank.

	Average Price (\$/pound)	Average Weight (pounds)	Number of Animals Sold Annually	Marketing Costs (Designate per head or total)
EXAMPLE	\$1.30	60 pounds	120	\$0.10/head
Breeding Ewes				
Seedstock Rams				
Seedstock Ewes				
Cull Ewes				
Cull Rams				
Club Show Lambs				

**Q13 Feeder/Fat Lambs** | Fill out the following table related to feeder/fat lambs sales *annually*. If not applicable, please leave blank.

	Average Price (\$/pound)	Average Weight (pounds)	Number of Animals Sold Annually	Commission (% basis)	Processing Costs per head (if applicable)
EXAMPLE	\$1.80	160	250	3%	N/A
Feeder Lambs					
Fat Lambs (sold by Live Weight)					
Fat Lambs (sold on carcass basis)					
Fat Lambs (sold direct to Consumer)					

**Q14** What market outlet(s) do you utilize to sell lambs and cull ewes/rams? You may select more than one.

1. Video/Online
2. Auction Barn
3. Private Treaty
4. Other (please list) \_\_\_\_\_

Q15 How many miles is your operation from your market outlet? \_\_\_\_\_

1. Video/Online \_\_\_\_\_
2. Auction Barn \_\_\_\_\_
3. Private Treaty \_\_\_\_\_
4. Other (please list) \_\_\_\_\_

Q16 What is the approximate shrink experienced of your transported lambs?

\_\_\_\_\_

Q17 Did you have any additional revenue related to animal sales sold this last year (i.e., non-wool; value added products)?

1. Yes
2. No

Q18 Describe the value-added products you produced for additional revenue? If not applicable, please leave blank.

Q19 How many were sold and at what price or how much was the additional premium total? If not applicable, please leave blank. (Example: 5 sheep pelts sold for \$300 per blanket)

**Animal Production - Please fill out information related to animal production.**

Q20 How many breeding ewes are exposed annually? \_\_\_\_\_

Q21 How many breeding ewes exposed are not bred (dry ewes)? \_\_\_\_\_

Q22 How many ewes are culled annually? \_\_\_\_\_

Q23 How many ewe lambs are retained annually? \_\_\_\_\_

Q24 Annual number of lambs born? \_\_\_\_\_

Q25 Annual number of lambs docked? \_\_\_\_\_

Q26 Annual number of lambs weaned? \_\_\_\_\_

Q27 Average weaning weight? \_\_\_\_\_

Q28 Indicate the approximate number of animal you shed lamb and/or pasture lamb annually. If you do not use one of the methods, just put in 0.

	Number of Animals
Shed Lambing	
Pasture Lambing	

Q29 Death loss numbers by type | Please fill out the table regarding the average number of animals lost annually by type. If you do not have an accurate estimate, please put in yes.

	Approximate Number of Animals Lost Annually	Average value assigned per head lost (\$)
EXAMPLE	100	\$220.00
Newborn Lambs (before weaning) Death Loss		
Lambs (post-weaning) Death Loss		
Ewe Death Loss		
Ram Death Loss		
I don't have an accurate estimate - write 'yes'		



Q30 What is the approximate annual cost/value for any guard animals relating to your sheep operation?

\$\_\_\_\_\_

**Q31 Ewes - Purchased Animals** | Please fill out the following table regarding the average number of animals purchased annually from each market location. If not applicable, please leave blank.

	Unit Price (per pound or per head?)	Number of Animals	Average Weight
EXAMPLE	\$1.60/pound	60	120 pounds
Private Treaty			
Production Sale			
Auction Market			
Other _____			

**Q32 Rams - Purchased Animals** | Please fill out the following table regarding the average number of animals purchased annually from each market location. If not applicable, please leave blank.

	Unit Price	Number of Animals	Average Weight
Private Treaty			
Production Sale			
Auction Market			
Other _____			

**Wool Production** - Please fill out information related to wool production.

Q33 How many head do you shear annually? \_\_\_\_\_

Q34 What grade (micron) of wool do you market annually?

1. 80s | under 19.14 micron
2. 70s | 19.15 - 20.59 micron
3. 64s | 20.60 - 22.04 micron
4. 62s | 22.05 - 23.49 micron
5. 60s | 23.50 - 24.94 micron)
6. 58s | 24.95 - 26.39 micron
7. 56s | 26.40 - 27.84 micron
8. 54s | 27.85 - 29.29 micron
9. 50s | 29.30 - 30.99 micron
10. 48s | 31.00 - 32.69 micron
11. 46s | over 32.70

Q35 What is your average wool yield? \_\_\_\_\_

Q36 What is your average price per pound received (greasy basis)? \_\_\_\_\_

Q37 How many pounds of wool did you produce this last year? \_\_\_\_\_

Q38 How many pounds of wool did you sell this last year? \_\_\_\_\_

Q39 Did you receive any additional revenue related to wool this last year? (i.e. value added products)

1. Yes
2. No

Q40 Describe the products you produced for additional revenue. If not applicable, please leave blank.

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Q41 How many were sold at what price or how much was the additional premium total? If not applicable, please leave blank.

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**Equipment, Buildings & Labor** - Please fill out information related to equipment, building and labor used for your sheep enterprise.

Q42 Please list an annual approximate cost for Veterinary/Animal Health Related Expenses.

Q43 Please list all pertinent equipment used by your sheep enterprise at least 50% of the time.

	Equipment Type	Year	% of equipment dedicated to your sheep enterprise.
EXAMPLE	6130 John Deere	2005	50%
Equipment 1			
Equipment 2			
Equipment 3			
Equipment 4			
Equipment 5			
Equipment 6			

Q44 Please list all pertinent buildings used by your sheep enterprise at least 50% of the time. (e.g., lambing shed, 100% or shop, 50%).

	Building Use	% of equipment dedicated to your sheep enterprise	Number of days used per year
Building 1 Building 2	Lambing Shed Shearing Shed	80% 100%	60 days 10 days
Building 1			
Building 2			
Building 3			
Building 4			
Building 5			
Equipment 6			

Q45 Please fill out the following table related to labor. If paid on salary please fill out the far-left column, if paid an hourly wage, please fill out the far right two columns.

(example: Manager: \$54,000, Lambing Help: \$8.00/hour, 320 hours per year)

	Approximate Amount Paid per Year	Approximate Hourly Wage	Approximate hours worked per year
Manager Lambing Help	\$54,000 --	-- \$8.00/hour	-- 320 hours
Manager			
Lambing Help			
Herders			
Bookkeeper			
Other _____			

Q49 Do you have an off-farm source of income? If yes, please fill in the approximate amount.

1. Yes \_\_\_\_\_
2. No

Q50 Please feel free to provide any feedback about the survey here. All feedback will stay anonymous and will not be shared publicly.