



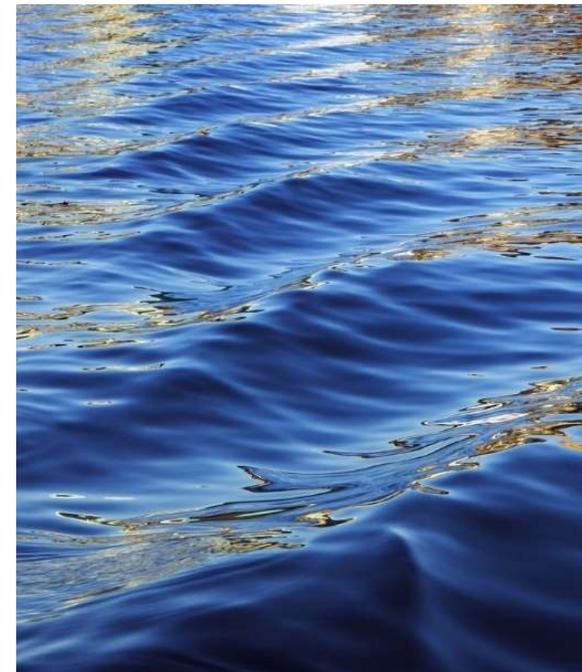
Economic Development and Policy Committee and the Legislative Finance Committee

Farming and Livestock Industries as Economic Generators



An Agriculture Perspective
July 15, 2022

*Loren Patterson, President
Bronson Corn, President-Elect*



How it all began...

- Formed after a meeting with Gila National Forest Supervisor Nov 17, 1914
- Started as the Southwestern New Mexico Cattle Growers' Assn.
- Within a year it grew from 40 members in Sierra, Grant and Socorro counties to 137 members throughout the state
- 1915 became the New Mexico Cattle and Horse Growers' Assn.
- 1929 became the New Mexico Cattle Growers' Assn.

"I hope that when you get home, your horses kick you!"

Ray Morley, Datil, President 1916-18



Who we are..

- Non-profit trade association.
- Representing ranchers and beef producers in legislative affairs, beef promotion and industry interests.
- Our funding is generated almost entirely by voluntary dues paid by members, who in turn determine the direction and policy of the organization.

Our mission..

"To advance and protect the Cattle Industry of New Mexico, work towards solutions for industry problems, promote the well-being of the industry, provide an official and united voice on issues of importance to cattle producers and feeders, and to create and maintain an economic climate that will provide members the opportunity to obtain optimum return on their investments within the free enterprise system."



Our membership...

- Comprised of **1,300** farmers, ranchers and businessmen throughout New Mexico and some **19 other states**.
- Over **1/2** of our members are Cow/Calf producers, while **1/4** are Associate Members – meaning they do not own cattle.
- Herd sizes range from **10 head to 800+ head**.
- We raise livestock on a variety of landscapes: *Private, Federal, State and Tribal*.
- Our members range in age from **9 years – 75+ years**, with the majority ages **65 years – 85 years**.





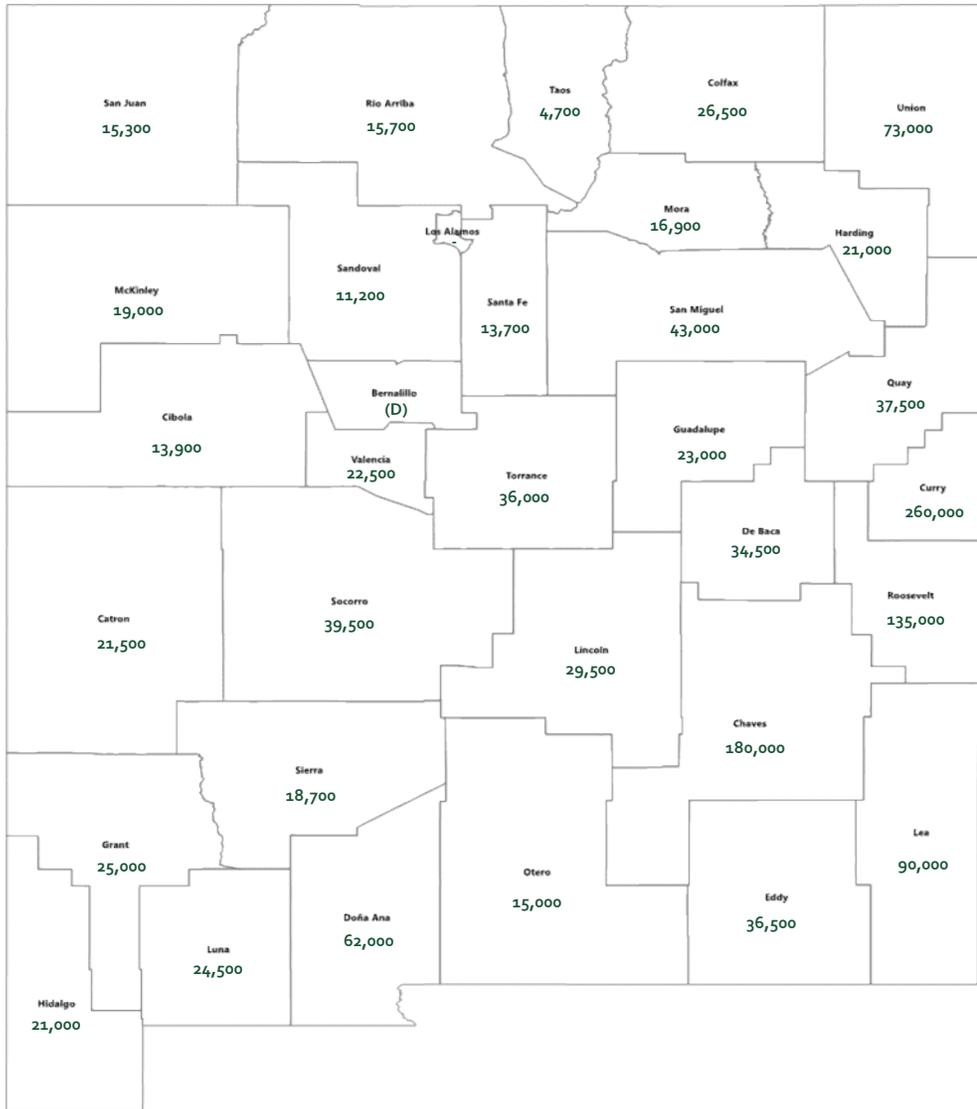
New Mexico Annual Bulletin 2020. USDA, National Agricultural Statistics Service, Economic Analysis: Income. Cash Receipts, pg8.

New Mexico: A Rich Cultural History of Farming and Ranching. (2022, July 14) Bustillos, Longino; New Mexico State Statistician, National Agricultural Statistics Service, United States Department of Agriculture.

What New Mexico Agriculture Contributes...

- Total economic value of agriculture **\$3.34 billion**
- Value of livestock production **\$2.33 billion**
- History & Family Ties - **97%** of all farms & ranches in New Mexico are family owned.
- Cash Commodity Rankings:
 - 1) Milk
 - 2) Cattle & Calves
 - 3) Pecans
 - 4) Hay
 - 5) Onions
 - 6) Chile





Livestock Inventory – 2021

By county
 Number of Head = cattle, including calves
 (D) Withheld to avoid disclosing data for individual operations

COUNTY	NUMBER OF HEAD	COUNTY	NUMBER OF HEAD
Bernalillo	(D)	Sandoval	11,200
Catron	21,500	San Juan	15,300
Chaves	180,000	San Miguel	43,000
Cibola	13,900	Santa Fe	13,700
Colfax	26,500	Sierra	18,700
Curry	260,000	Socorro	39,500
De Baca	34,500	Taos	4,700
Doña Ana	62,000	Torrance	36,000
Eddy	36,500	Union	73,000
Grant	25,000	Valencia	22,500
Guadalupe	23,000	Inventory	1,390,000
Harding	21,000		
Hidalgo	21,000		
Lea	90,000		
Lincoln	29,500		
Los Alamos	-		
Luna	24,500		
McKinley	19,000		
Mora	16,900		
Otero	15,000		
Quay	37,500		
Rio Arriba	15,700		
Roosevelt	135,000		

U.S. National Agricultural Statistics Service NASS. (2022, July 11)
 Cattle, incl calves-inventory, by county. New Mexico, 2021.

U.S. National Agricultural Statistics Service NASS. (2022, July 11)
 Cattle, incl calves-inventory, total first of Jan. New Mexico, 2021.





More with less..

New Mexico's herd size decreased from **1,430,000** head in 2020 to **1,390,000** head in 2021.

- Drought
- Volatile markets
- Individual herd size is on the decline
 - 7 months into 2022: Cattle, Incl Calves - Inventory (First of Jan. 2022) **1,300,000 head**

Between 1961 and 2019, the U.S. beef industry has reduced emissions per pound of beef produced by more than **40%** while also producing more than **67%** more beef per animal.

- Genetics
- Management decisions
- New technology

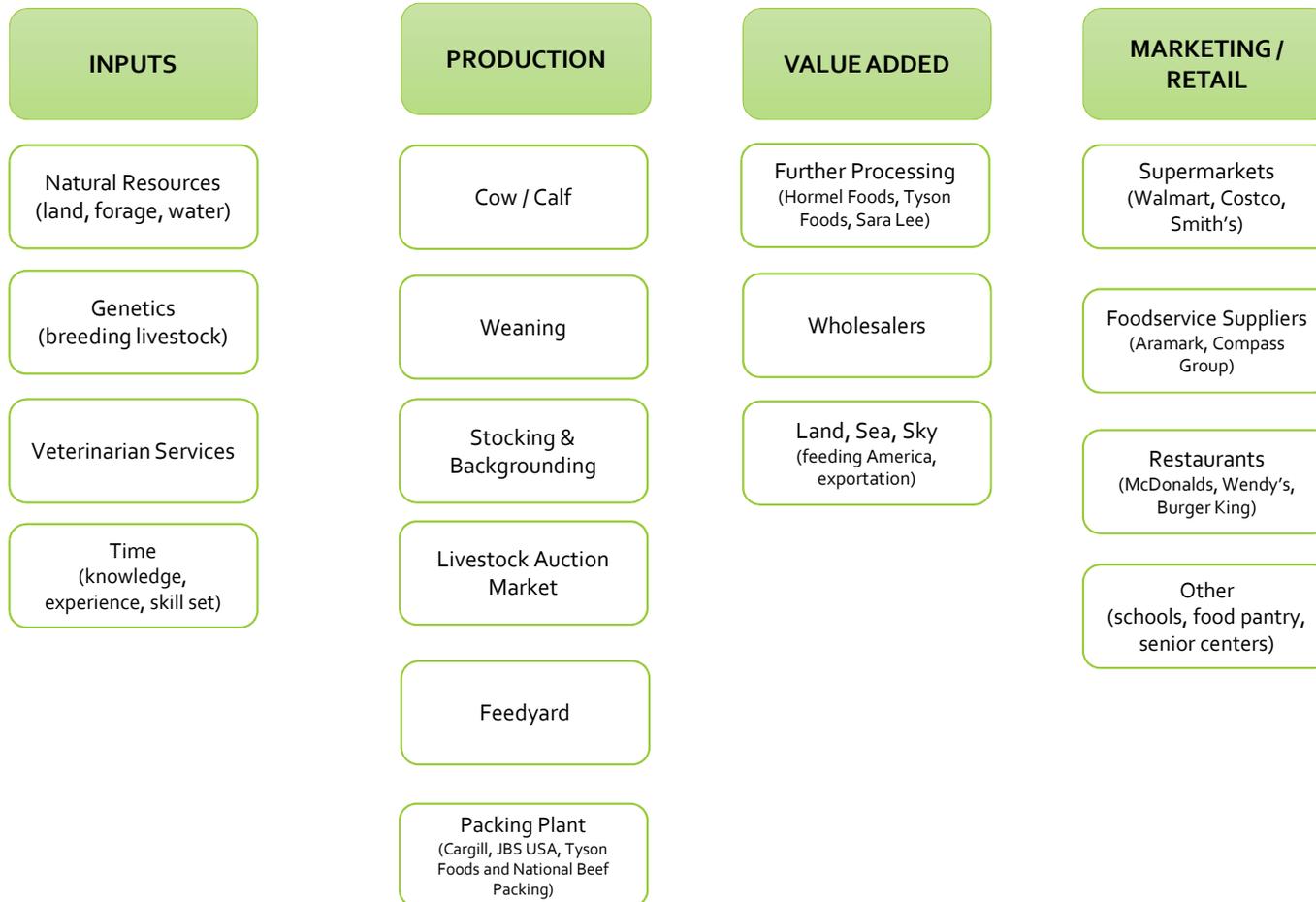


Beef Research. 2021. Quick Stat Calculations - Sustainability Research: Statistics on U.S. Improvements in Beef Production and Emission Intensity. <https://www.beefresearch.org/programs/beef-sustainability>.

NM Annual Bulletin, USDA, National Agricultural Statistics Service. County Estimates : Cattle-New Mexico: January 1, 2020 & 2021.

U.S. National Agricultural Statistics Service NASS. (2022, July 11) cattle, incl calves – inventory, first of Jan. 2022. https://www.nass.usda.gov/Quick_Stats/Ag_Overview/stateOverview.php?state=NEW%20MEXICO

Beef Supply Chain – Pasture to Plate

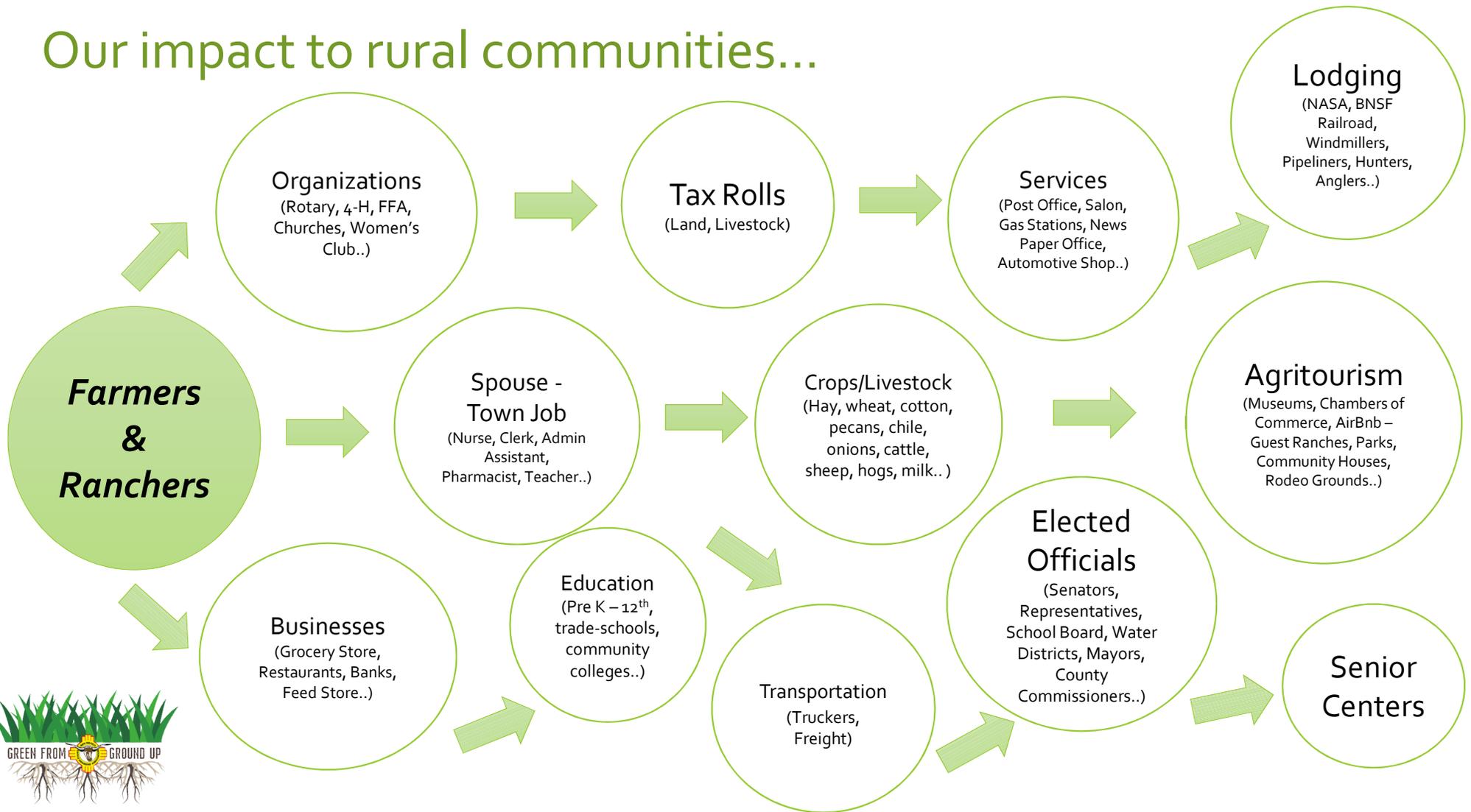


WHO PAYS?

- Farmer/Rancher pays for inputs
- Farmer/Rancher pays production costs
- Packer pays Farmer/Rancher
- Wholesaler pays packer
- Retailer pays wholesaler
- Consumer pays retailer



Our impact to rural communities...



More than Beef...

Diversity through *Agritourism*



Start your **New Mexico True** Adventure!

AirBnb Stays
Guest Ranches
Recreation
Family Time
Ranch History / Tours

JX Ranch Bunkhouse; Tucumcari, New Mexico: https://www.airbnb.com/rooms/86205?guests=1&adults=1&s=67&unique_share_id=f3a350f7-7880-43ec-b07c-181e0da1972f

Burnt Well Guest Ranch; Roswell, New Mexico: <https://burntwellguestranch.com/>

Concho Hills; Magdalena, New Mexico: <https://conchohillsranch.com/>

More than Beef...

Diversity through *Renewable Energy*

New Mexico is a leader in wind energy.

- Total Wind Capacity **4,428 MW**
- Wind farms have grown rapidly in recent years.

New Mexico is a leader in solar energy

- To include utility-scale and distributed-scale solar electricity.
- As of late 2020, the Solar Energy Industries Association records **1,210.9 MW** of solar deployed in New Mexico - including community and residential

Agricultural Applications

- Pump water
- Dry grain
- Heat greenhouse
- Generate electricity
- Space heating & cooling

USDA. Natural Resources Conservation Services New Mexico. *Renewable Energy Solar Energy Primer*.
<https://www.nrcs.usda.gov/wps/portal/nrcs/main/nm/energy/>. PDF Download.

New Mexico Energy, Minerals and Natural Resources Department. <https://www.emnrd.nm.gov/ecmd/wind/>

New Mexico Energy, Minerals and Natural Resources Department. <https://www.emnrd.nm.gov/ecmd/solar/>



More than Beef...

Diversity through *Wildlife Habitat*

Hunters in New Mexico are able to pursue a variety of different species of big game and small game.

Ranching and Hunting

- An example of multiuse of natural resources and economic driver to the state, landowners and hunters.
- 50% of New Mexico is under the care of land stewards.

Multiuse Management Practices

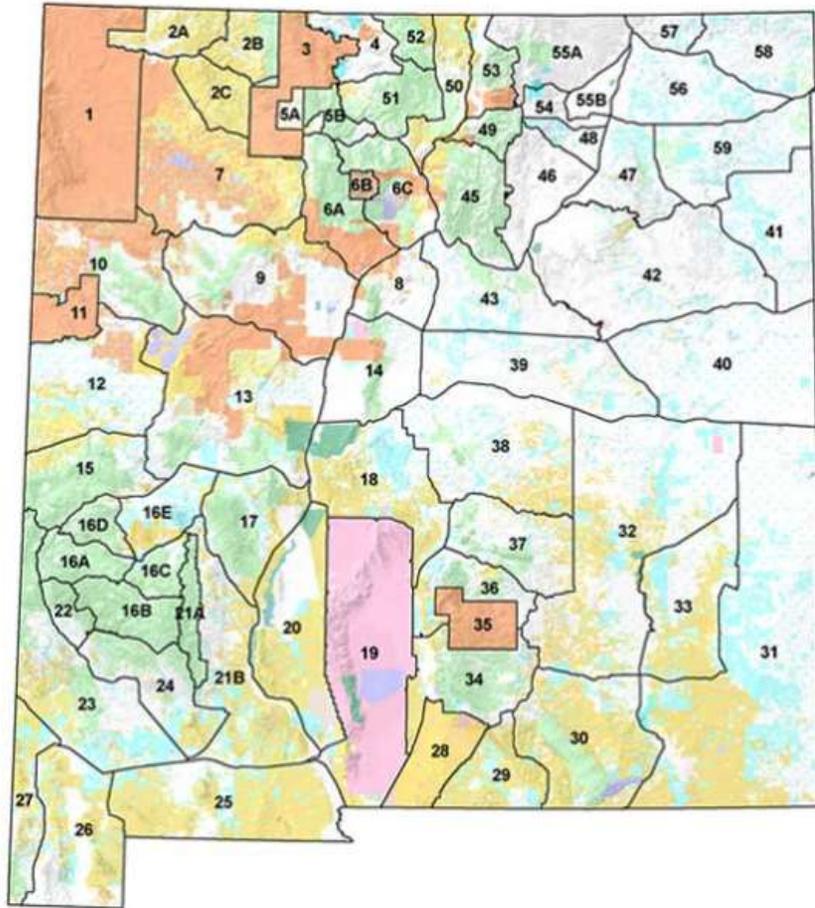
- Wildlife ramps in watering tanks
- Wildlife feeders
- Game fencing



Wildlife Ramps

Game Fencing





New Mexico Game Management Unit Map. NMDGF.

New Mexico Department of Game and Fish. (2022, July 11) 2021 New Mexico Elk Hunter Harvest Report. <https://www.wildlife.state.nm.us/hunting/harvest-reporting-information/>. PDF Download.

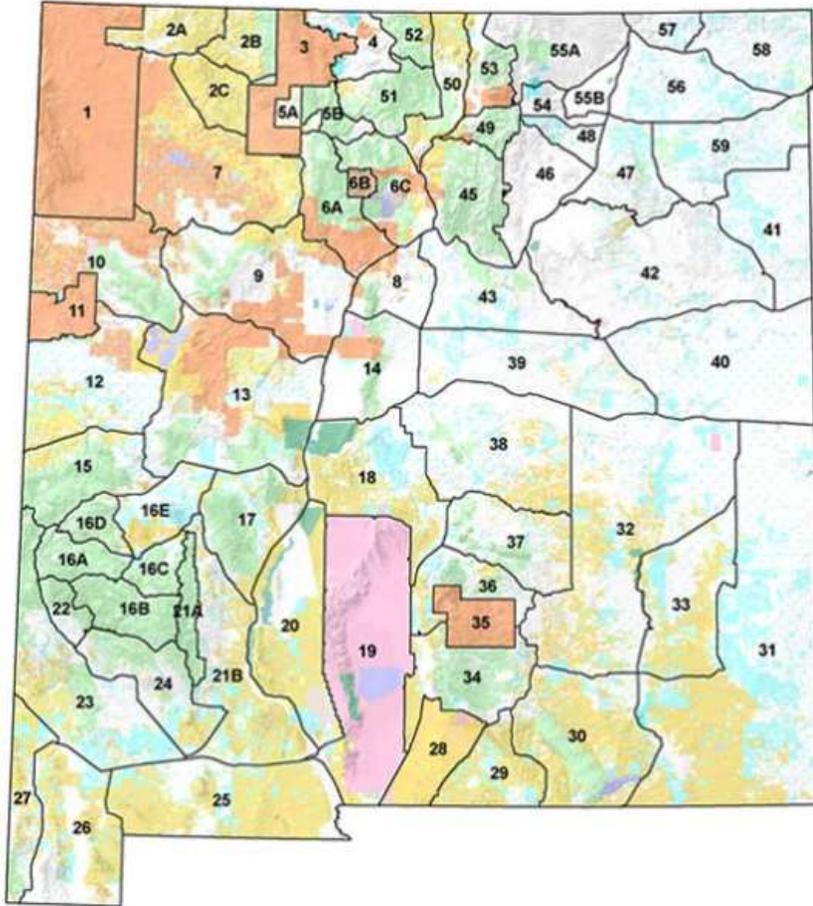
New Mexico Elk Hunter Harvest Report - 2021

- By Game Management Unit (GMU)
- Licenses Sold = per unit, per region; public, private

GMU	LICENSES SOLD	SUCCESS RATE (%)
NORTHWEST		
2	898	48%
5A	587	62%
9	600	25%
10	966	21%
	3,051	39%
NORTH CENTRAL		
4	2,145	63%
5B	735	28%
50	723	26%
51	2,466	32%
52	1,637	24%
	7,706	35%
JEMEZ		
6A	869	39%
6B	266	49%
6C	1,089	34%
7	239	32%
	2,463	39%

GMU	LICENSES SOLD	SUCCESS RATE (%)
SOUTHWEST		
12	1,315	51%
13	1,407	30%
15	2,474	38%
16A	945	40%
16B/22	730	35%
16C	750	21%
16D	584	48%
16E	794	34%
17	907	24%
21A	254	24%
21B	371	39%
23	443	24%
24	92	30%
	9,751	30%
SOUTH CENTRAL		
34	3,170	52%
36	1,576	55%
	4,746	53%

CONTINUED...



New Mexico Game Management Unit Map. NMDGF.

New Mexico Department of Game and Fish. (2022, July 11) 2021 New Mexico Elk Hunter Harvest Report. <https://www.wildlife.state.nm.us/hunting/harvest-reporting-information/>. PDF Download.

New Mexico Elk Hunter Harvest Report - 2021

- By Game Management Unit (GMU)
- Licenses Sold = per unit, per region; public, private

GMU	LICENSES SOLD	SUCCESS RATE (%)
NORTHEAST		
45	777	24%
48	716	32%
49	532	31%
53	953	19%
	2,978	27%
SECONDARY MNGMT ZONES		
14	50	43%
18	123	26%
28	20	69%
30	101	47%
32	76	85%
37	475	40%
38	91	50%
42	168	52%
43	41	34%
47	120	55%
56	494	72%
57/58	537	56%

GMU	LICENSES SOLD	SUCCESS RATE (%)
59	76	49%
42/47/49	30	38%
	6,066	51%
SPECIAL MNGMT ZONES		
46	1,527	47%
54	468	43%
55	1,669	62%
	3,664	51%
SPECIAL AUTHORIZATIONS		
raffle/auctions/ premium draws	6	75%
	6	75%
Middle Rio Grande	114	14%
	114	14%
STATEWIDE	38,179	39%



Managing resources for wildlife...

In 2021, **38,179** elk tags were sold in New Mexico with a **39%** harvest success rate.

- Elk herd management tools
 - EPLUS program
 - More cow elk tags

Where livestock graze, an abundance and variety of wildlife will coexist.

- Watering systems
- Forage quality/availability
- Creates habitat
- Reduces fire hazard
- Aerates the soil, sequesters carbon



A statewide and county-level analysis. 2014 *The Economic Contributions of Fishing, Hunting, and Trapping in New Mexico in 2013 For: New Mexico Department of Game and Fish.* <https://www.wildlife.state.nm.us/download/publications/press-release/NMDGF-Economics-of-Fishing-Hunting-and-Trapping-Final.pdf>. PDF Download.

According to *The Economic Contributions of Fishing, Hunting, and Trapping in New Mexico in 2013: A statewide and county-level analysis for the NM Dept. of Game & Fish. (2014, 31 July).*

Overall hunting in New Mexico...

- Direct spending - **\$342 million**
- More than **86,000** sportsmen went hunting in our state in 2013
- Top 3 counties visited were: Rio Arriba, Catron, and Otero
- On average, hunters spent **\$3,963 per year** on recreational hunting activities
 - Equipment-related and trip-related items: firearms, ammunition, sights, calls, fuel, food, and lodging.

Elk hunting in New Mexico...

- On average, elk hunters spent **\$3,304 per year** on recreational elk hunting activities which equates to **\$106.1 million** in direct spending
- Of all big game hunters, **92%** (79,000 sportsmen) pursued deer and elk.
- Spending by elk hunters supported more than –
 - 1,500 full- and part-time jobs
 - \$49.9 million in labor income
 - \$86.5 million to the gross state product
 - \$20.0 million in state, local, and federal taxes



Legislative Concerns...

Wolves

- Will continue to affect every county in the State.
- Recovery Area and Population Caps have been removed.
- Safety Concerns: New Mexico Citizens, Hunting, Recreationalists, Tourism, Domestic Pets.

EPlus Program

- Range impact study
- Elk grazing - no clear data
- Re-evaluate the stocking rate (USFS and NMDGF differ)
- Crop/livestock losses
- Depredation fund - Jennings Law

Negative livestock/wildlife interactions impact smaller producers at a greater rate than larger producers!



NMCGA asks to consider...

Indemnity Fund

- New Mexico Livestock Board - \$5 million
 - Foot/Mouth disease
 - Mass disposal
 - Natural Disasters – fire/flood/snow

Continued Funding

- New Mexico Meat Inspections
- New Mexico State University
 - Educating and bringing the next generation of agricultural back to our rural community, farms and ranches
 - Extension Agents / Programs
- New Mexico Livestock Board
 - Providing support to farmers and ranchers in a time of need; wildfires, disease outbreak and safety for the industry.





Contact Us!

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