



# **Estimating the Returns from Past Investment into Beef Cattle Genetic Technologies in Australia**

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## Acronyms and Abbreviations Used in the Report

<b>ABARE</b>	Australian Bureau of Agricultural and Resource Economics
<b>ABRI</b>	Agricultural Business Research Institute
<b>ABS</b>	Australian Bureau of Statistics
<b>AGBU</b>	Animal Genetics and Breeding Unit
<b>ARCBA</b>	Australian Registered Cattle Breeds Association
<b>BCA</b>	Benefit Cost Analysis. An economic approach to assessing the expected returns from an R&D investment where discounted benefits are compared with discounted costs. This can be either <i>ex ante</i> (looking forward at proposed investments) or <i>ex post</i> (looking backward at past investments).
<b>BCR</b>	Benefit Cost Ratio. The sum of discounted benefits divided by the sum of discounted costs. A value greater than 1.0 suggests a profitable investment.
<b>Beef-N-Omics</b>	A decision support system developed by NSW Agriculture for southern beef production systems which combines herd dynamics, pasture availability and gross margin budgets.
<b>CRC</b>	Cooperative Research Centre for the Cattle and Beef Industry
<b>CSIRO</b>	Commonwealth Scientific and Industrial Research Organisation
<b>Demand elasticity</b>	The proportional change in the quantity demanded for a given change in the relevant price. Usually negative, eg, "an own-price beef demand elasticity" of -1.0 means that a 1% increase in the price of beef induces a 1% decrease in the demand for beef over the relevant period of adjustment. Values greater than -1 in absolute value are called "elastic" and imply high responsiveness to price; values less than -1 in absolute value are called "inelastic" and imply low responsiveness to price.
<b>Discounting</b>	The process of adjusting expected <i>future</i> costs and benefits to values at a common point in time (typically the present). The opposite is compounding, which is the process of adjusting <i>past</i> costs and benefits to values at a common point in time. These processes recognise that dollars at different points in time are not of the same value.
<b>DM</b>	Dry matter

<b>DSE</b>	Dry Sheep Equivalent
<b>EBV</b>	Estimated Breeding Value
<b>EDM</b>	Equilibrium Displacement Model. A synthetic approach to modelling changes in prices and quantities of beef, say from an R&D investment, where the model parameters are chosen from published results and theoretical considerations rather than being directly estimated from actual data.
<b>FCE</b>	Feed conversion efficiency
<b>FTE</b>	Full-time equivalent
<b>Gross margin budget</b>	A gross margin is the gross income from an enterprise less the variable costs incurred in achieving it. It excludes fixed or overhead costs. A gross margin budget is the process followed in calculating a gross margin.
<b>IRR</b>	Internal Rate of Return. The interest rate where the sum of discounted benefits equals the sum of discounted costs. A value greater than the nominated discount rate suggests a profitable investment.
<b>LSM</b>	Livestock months
<b>NPV</b>	Net Present Value. The sum of discounted benefits minus the sum of discounted costs. A positive value suggests a profitable investment.
<b>MLA</b>	Meat and Livestock Australia
<b>R&amp;D</b>	Research and Development (including advisory/extension)
<b>Supply elasticity</b>	The proportional change in the quantity supplied for a given change in the relevant price. Usually positive, eg, an “own-price cattle supply elasticity” of +1.0 means that a 1% increase in the price of beef induces a 1% increase in the supply of cattle over the relevant period of adjustment. Values greater than +1 are called “elastic” and imply high responsiveness to price, or a flexible production system; values less than +1 are called “inelastic” and imply low responsiveness to price, or an inflexible production system.
<b>UNE</b>	University of New England
<b>Whole farm budget</b>	Accounts for the gross margins of each of the enterprises considered as well as the fixed or overhead costs of the farm (also called a profit and loss statement). Usually includes a statement of farm assets and liabilities (or a balance sheet).

# **Estimating the Returns from Past Investment into Beef Cattle Genetic Technologies in Australia**

## **Executive Summary**

Meat and Livestock Australia (MLA) commissioned an economic evaluation of the returns from beef cattle genetics research and development (R&D) in Australia. For the purposes of this analysis, genetics R&D was defined to include all breed manipulation, including selection, crossbreeding and grading up or breed substitution. R&D within Australia was also defined to include the effects of imported genetics. This is a revision of a report originally submitted to MLA in May 2002 (Farquharson, Griffith and Barwick 2002).

Evaluations of returns from three different types of gains have been included in this report. The first result is that investment in genetic selection and southern crossbreeding has shown healthy returns. These particular investments have realised a net present value (NPV) of \$861 million (and a benefit cost ratio (BCR) of 3.6 and an internal rate of return (IRR) of 19 per cent). These are net social benefits expressed in 2001 dollars, and they apply to producers and others in the beef industry as well as to consumers of beef products. Second, an evaluation of the benefits from infusing *Bos indicus* cattle into the northern Australian herd resulted in net benefits of \$8.1 billion, and finally, an evaluation of the changing herd breed composition in southern Australia (in terms of Angus cattle) showed a net benefit of \$62 million. These last two figures are in addition to the results for genetic selection and southern crossbreeding. A 7 per cent discount rate was used in this analysis.

### ***Summary of total investment into beef cattle genetics R&D up to 2001***

The total cumulative present value (PV) of investments to 2001 by industry, government and other agencies into selection, crossbreeding and grading up since 1963 was estimated to be \$310 million. The split between research and extension was not provided by a number of agencies, so that it was not possible to calculate separate returns to these activities. The cumulative PV of imported semen was estimated to be \$27 million.

These investments were made by state government agencies (Departments of Agriculture) (50 per cent), by MLA and its predecessors (25 per cent), by Breed Societies and beef producers (16 per cent), and by CSIRO and the Beef Cooperative Research Centre (CRC) (9 per cent).

### ***Cattle evaluations, indexes and genetic trends***

Information on numbers of cattle evaluated within the BREEDPLAN program was difficult to document. Information on registrations was derived from the Australian Registered Cattle Breeders Association (ARCBA), but this is not the same as evaluations, and is likely to overestimate evaluations. Information on evaluations by sire and breed is presented for certain breeds based on the BREEDPLAN database.

Genetic trends were derived from BREEDPLAN Estimated Breeding Values (EBV) information for seedstock animals within breeds. The BreedObject software was used to translate these numbers into seedstock EBVs for commercial herd traits. Averages of these by

year of birth of seedstock bull were used to measure genetic change (or trends). Genetic change was assumed to occur in the commercial sector at the same rate as in the seedstock sector, but lagged by 5 years for herds using BREEDPLAN bulls, and lagged by 10 years for those using non-BREEDPLAN bulls.

Genetic trends in index traits were calculated for sale liveweight (kg), dressing percentage (%), carcass meat percentage (%), fat depth (mm), cow weaning rate (%), marbling score, cow survival rate (%), cow liveweight (kg) and calving ease (%). The predicted trait trends at 5-year intervals from 1985 to 2005 for the main breed x market combinations were assessed. Significant genetic trends were only observed for progeny liveweight and cow weight. Other trait trends were either not statistically different from zero or not significant enough to include in farm-level budgets. No evidence of feed conversion efficiency was provided, and no improvements in feed conversion ratio to offset larger cattle sizes were included in the analysis.

### ***Aggregation***

Estimates were made of the proportions of the beef cattle population according to bull breed, cow type, market orientation (domestic or export) and market type (eg supermarket). Aggregate benefits were derived using these proportions to weight the benefits estimated from trait trends.

This detailed breed x market classification was represented by six different cases, termed domestic high recording, domestic moderate recording, export high recording, export moderate recording, European and northern.

The genetic trends and herd x market case proportions were used to assess potential gains from selection and crossbreeding, however actual market capture may be less than predicted. Environmental and market factors are very important in determining technology capture or uptake by commercial industry.

Non-adopters also benefit from general breed improvement (through the general availability of better bulls), but later. This was included in the analysis.

### ***Estimating economic returns***

An Equilibrium Displacement Model (EDM) of the Australian beef industry was used for the evaluations. This has been developed to evaluate relative returns to beef producers, processors and consumers from on-farm versus off-farm R&D. The general approach is widely used by agricultural economists in evaluating economic returns from different types of investments (including promotion). The model has a horizontal and vertical representation of the industry sectors and markets. It incorporates prices and quantities, and supply and demand elasticities, so that any interactions within and between market sectors are represented. The model is based on actual data for the Australian beef industry.

This framework represents technological change as a percentage change in variable costs per unit of output, which is interpreted within the model as influencing the supply of beef product. The genetic trend impacts were incorporated into Gross Margin budgets for market x production system cases to calculate the relevant changes in variable costs. Extra feed costs associated with the larger animals were calculated using the BEEF-N-OMICS program

together with estimates of improved pasture costs and stocking rates. Because no feed conversion efficiency gains were observed, the larger animals required more feed and so the extra costs that accompanied it were included.

### **Results**

If all of the R&D investments were applied only to selection and cross-breeding, the estimated returns to these investments were \$1199 million. So these R&D activities show a healthy return to investment - an NPV of \$861 million, a BCR of 3.6 and an IRR of 19 per cent.

Previous results from this economic model showed that a 1 per cent reduction in variable costs (shift in supply) at the farm level results in a \$30 million change in economic surplus (to both consumers and producers), expressed in 2001-dollar terms. These analyses have also shown that about 33 per cent of gains from on-farm technologies accrue to farmers (weaner producers, grass finishers and backgrounders), and domestic consumers receive 50 per cent or more of the gains.

Applying these proportions to the 2001 NPV figure of \$861 million, beef producers are likely to have benefited by up to \$287 million and domestic consumers by \$431 million or more in PV terms from past investments in beef cattle selection and crossbreeding R&D.

Using a different method, the cumulative NPV of infusing *Bos indicus* genes in the northern herd since 1970 is estimated at \$8.1 billion. It has been estimated as the extra profit to the producer resulting from an increase in the *Bos indicus* proportion of the northern herd from 5 per cent in 1970 to 85 per cent in the 1990s, evaluated at an on-property benefit of \$87/adult equivalent/year (2001 dollars). This estimate was based on simulations with the BREEDCOW software. The estimated cow population over the period has also been incorporated.

Using a willingness-to-pay methodology and the EDM, the benefits from changing breed composition in the southern herd during the 1990s has been estimated at \$62 million. This is basically estimating a premium for Angus cattle. The percentage of southern slaughter that has been Angus-influenced has risen from 9.5 per cent to 22 per cent since 1990. The \$62 million figure was derived using an assumed premium of \$25 per slaughtered animal, values for these animals from the relevant gross margin budgets, and beef population estimates.

While the initial benefit of the breed change in the north accrues to the producer, over time the benefit will be distributed across all sectors of the industry.

Longer term breed changes and benefits from other breeds (eg European breeds) have not been evaluated.

### **Conclusion**

The estimated returns on investments in beef cattle genetics R&D have been healthy. In addition the cumulative nature of genetic gain means that the benefits will continue into the future, and are expected to grow.



# 1. Introduction

The cattle and beef industry is in most years the largest contributor to income received from Australia's primary industries. According to ABARE (Riley, D., Gleeson, T., Martin, P. and Delforce, R. 2001), in 2000, some 18,000 specialist beef enterprises and another 20,000 mixed grazing enterprises held about 24 million cattle and calves. The output of these enterprises at the farm gate was valued at over \$5 billion. Almost two million tonnes of beef and veal was produced in carcase weight terms. Roughly two thirds of this output is exported, totalling some 900,000 tonnes shipped weight, valued at about \$3.5 billion FOB. Major markets are the United States and Japan, which each take around 37 per cent of exports. The remaining 25 per cent of exports is spread over some 50 smaller markets (see Table 1).

**Table 1. Summary statistics on the Australian beef industry**

<b>Item</b>	<b>1997</b>	<b>1998</b>	<b>1999</b>	<b>2000</b>	<b>2001</b>
No. of cattle for meat (mill)	23.3	23.2	22.8	22.9	-
Cattle and calf slaughterings (mill)	8.4	9.3	9.1	8.6	8.7
Beef and veal production (Mt cw)	1.815	1.957	2.011	1.988	2.054
Beef and veal exports to all dest. (Kt sw)	730	821	884	852	959
Beef and veal exports to the US (Kt sw)	212	240	289	312	389
Beef and veal exports to Japan (Kt sw)	281	313	314	326	336

*Sources:* Riley *et al.* (2001), MLA (2001) [cw: carcass weight, sw: shipped weight]

Previous reviews of R&D investment in beef cattle genetics have tended to be from the viewpoint of individual agencies investing in the R&D. An MLA review of genetic improvement programs in the beef and sheepmeat industries was conducted by Sillar Associates, Trurobe Pty Ltd and John James (1999). That review stopped short of a full economic analysis of investment returns but focused on MLA investment. A NSW Agriculture review of returns to the NSW beef industry from investments in selection and crossbreeding R&D was conducted in 1992 as part of an R&D program evaluation (Parnell, Cumming, Farquharson and Sundstrom 1992). That review estimated that the Grafton crossbreeding program would yield a NPV of approximately \$170 million by 2020, a BCR of 8.5:1 and an IRR of 13.5 per cent. Corresponding figures for the Trangie/Glen Innes program were \$170 million, 3.2:1 and 13.5 per cent. Graser and Barwick (2000) estimated a NPV of over \$350 million and a BCR of over 9:1 for the genetic improvements from developing and using BREEDPLAN (1985-2005, 8 per cent discount rate).

Nitter, Graser and Barwick (1994) estimated the return, cost and profit per cow in the relevant cow population from one round of genetic selection for growth to be \$8.14, \$1.34 and \$6.81, respectively.

However, there has been no previous attempt to summarise all investments and to quantify total economic benefit.

## 2. Review Objectives

This study was commissioned by MLA. The full terms of reference are shown in Appendix 1.

The objectives of the review were to:

- provide a comprehensive summary of total investment into beef cattle genetics R&D including delivery, and across state and national agencies for the period 1980 to present;
- estimate returns from genetics R&D; also here to provide information on numbers of cattle evaluated in Australia and overseas, through BREEDPLAN, and on genetic trends in individual production traits and indexes; and
- provide estimates of NPV, return on investment, BCR and IRR for investment in beef cattle genetics R&D on a national basis, and where possible on a per-agency basis.

As noted above, this Report is a revision of a paper completed for MLA in May 2002.

## 3. Approach

### 3.1 Definitions

Beef cattle breeding and genetics R&D was defined to include all breed manipulation, including selection, crossbreeding and grading up or breed substitution. It was also defined to include all effects from the importation of genetics. Changes in breed composition were separately considered for the northern and southern parts of the national herd. The breed composition change valued in the tropical (northern) herd was the increase in *Bos indicus* content that has occurred in response to the need for greater adaptability to tropical conditions. The breed change valued in the southern herd included that deriving from demand for marbling in certain markets.

Thus the definition includes all inputs into beef cattle genetic improvement, and the acronym R&D includes all associated extension and advisory activity.

### 3.2 Time period

Following discussion with MLA and with individual R&D agencies the time period over which investments were considered was varied to include those occurring prior to 1980. In NSW, a selection project commenced at Trangie in 1963 and crossbreeding R&D commenced at Grafton in 1972. Extension work in Queensland and South Australia has been active from 1970. Activities in WA and Tasmanian commenced in 1972. MLA and its predecessors funded beef cattle genetics research from 1971, and R&D funding information from AGBU was available from 1978.

Returns from beef cattle genetics R&D were assessed based on these investments. In the case of returns from selection within breeds, the genetic gains occurring were only able to be assessed through seedstock herd performance records available from the early 1970's. The genetic gains valued in commercial herds, as a consequence of within-breed selection, were consequently those occurring from 1980.

### 3.3 Economic framework

The economic framework used provided separate estimates of the investments into beef cattle breeding and genetics R&D inputs (the 'costs' of the process), and of the resulting outcomes (calculated as 'benefits'), allowing standard economic performance measures to be calculated.

Two approaches were used to estimate benefits. Benefits from selection and crossbreeding in temperate southern areas were estimated by assessing the economic surplus accruing to industry and the community. This approach values benefits that flow from impacts on costs of production. The economic surplus approach is best used to value production-type gains where impacts on cost of production can be quantified. The same approach was used to evaluate gains in the southern herd from the use of breeds with greater marbling propensity. Benefits from the increased use of these breeds take the form of a premium paid for the breed, and may be estimated as increased willingness-to-pay for improved quality in an economic surplus framework.

To value change in the *Bos indicus* content of the tropical northern herd, where impacts on costs of production were not well quantified, a simpler approach was used, involving

calculation of the extra profit derived per cow. This approach does not require detailed information on impacts on production costs, but it provides less information for policy analysis.

More information on the relative advantages of these approaches is provided in Section 6.

## 4. Investment in Beef Cattle Genetics R&D

### 4.1 Methods

The R&D agencies traditionally and currently involved in beef cattle genetics improvement in Australia were contacted and asked to provide historical information on R&D inputs invested in the process. A copy of the letter sent is included in Appendix 2.

A number of agencies could not provide the necessary estimates either because accounting records were no longer available or they were not able to distinguish genetics R&D from other beef-related activities (eg nutrition research). Where this was so, a compromise approach was followed to fill in the gaps. This involved experienced officers within each agency estimating the research, advisory and technical support staff full-time-equivalents (FTEs) spent on beef breeding and genetics work. These FTE numbers were then valued at a current representative cost and aggregated to provide an estimate of the current NPV of agency resources invested. Other information on costs (eg capital) was also provided where possible.

In the case of NSW Agriculture, the 2001 costs for representative FTEs were calculated as salary plus on-costs of 23 per cent, plus management and other overheads. These amounts totalled \$132 000 for a scientific research officer, \$120 000 for an advisory officer and \$105 000 for a technical officer. These figures were also applied to other agencies where agency-specific estimates were not provided.

### 4.2 Investment by agencies and industry groups

#### 4.2.1 *Meat and Livestock Australia and predecessors*

Estimated levels of MLA investment in beef cattle genetics projects since 1972 are shown in Table 2. These amounts are in nominal (actual year) values. Levels of investment peaked in 1984-85. In the last decade investments initially increased and then declined since 1996-97.

#### 4.2.2 *NSW Agriculture*

NSW Agriculture estimated inputs to breeding/genetics R&D were based on the following. Inputs made into research projects at Trangie, Glen Innes and Grafton Research Stations, as estimated in the review by Parnell *et al.* (1992), were re-used after updating figures from the base year for that review, 1990, to 2001 values. These estimates include advisory inputs. Subsequent staff inputs are included below.

NSW Agriculture staff input to the Animal Genetics and Breeding Unit (AGBU), a joint unit of NSW Agriculture and the University of New England (UNE), included the position of Director until 1992, and salary contribution to the Director position to Principal Research Scientist level since that time. In addition, included was one research officer FTE for the period 1978-1989 and two research positions since that time. These two positions have addressed beef issues almost exclusively but have also had input to the Beef CRC. Input to AGBU also included an extension officer FTE from 1978-1994.

**Table 2. Estimates of MLA investments in beef breeding/genetics: By year**

<b>Year</b>	<b>\$'000</b>	<b>Year</b>	<b>\$'000</b>
1970-71	961.0	1986-87	3531.2
1971-72	175.9	1987-88	n.a.
1972-73	157.8	1988-89	1945.8
1973-74	178.2	1989-90	n.a.
1974-75	195.8	1990-91	753.4
1975-76	180.0	1991-92	688.1
1976-77	231.5	1992-93	943.6
1977-78	309.1	1993-94	1422.8
1978-79	270.8	1994-95	1502.7
1979-80	309.4	1995-96	1045.2
1980-81	370.9	1996-97	2591.2
1981-82	448.7	1997-98	2115.4
1982-83	603.1	1998-99	1348.8
1983-84	933.7	1999-00	1661.9
1984-85	4438.9	2000-01	1109.5
1985-86	3518.9		

In addition to advisory officers directly associated with initiatives mentioned, other advisory officers have provided beef breeding advice. The number of FTEs involved in this, assuming 30 per cent of advisory officer time is spent on breeding advice, was estimated to be:

- 1970 – 1980 7.3 FTE
- 1981 – 1988 6.7 FTE
- 1989 – 1998 6.3 FTE
- 1999 – 2001 5.9 FTE.

#### *4.2.3 University of New England*

UNE input was mainly through co-ownership of AGBU jointly with NSW Agriculture. UNE contributions, from 1977, included overhead costs associated with staff and managing research grants, provision of the building and administrative support staff. Additionally, since 1994, UNE has contributed approximately \$300 000 annually to AGBU. Of the UNE contribution, 50 per cent is estimated to be allocated to beef cattle genetics. More general University education is not specifically evaluated here, although it is acknowledged that this has had an effect on R&D generally and in this particular circumstance.

#### *4.2.4 Animal Genetics and Breeding Unit*

AGBU provides R&D services in breeding and genetics across livestock species and to other agricultural industries. Included are training schools for service providers and other contributions to education. Funding is from a variety of sources. Here it was assumed AGBU input to beef cattle genetics R&D is encompassed in the investments in beef cattle genetics R&D already specified for NSW Agriculture and UNE, as owners of AGBU, and by that specified for MLA.

#### *4.2.5 Victorian Department of Natural Resources and Environment (DNRE)*

DNRE expenditure on beef cattle genetics research for the last five years was estimated to be:

- 1997-98 \$111 089
- 1998-99 \$111 877

- 1999-00 \$194 016
- 2000-01 \$140 888
- 2001-02 \$332 538.

Unfortunately, no data were provided on research expenditures prior to 1997/98, although it is known that there was considerable expenditure. In addition, beef cattle genetics extension inputs were estimated to be 2 FTEs per annum from 1980 to 2001, although again it is known that there were beef cattle extension officers employed from 1970. These figures were valued at the NSW Agriculture rate specified above and aggregated to 2001.

#### 4.2.6 Queensland Department of Primary Industries (QDPI)

Estimates of QDPI investments in beef cattle genetics R&D were based on the following:

- (1) Involvement of an extension officer working almost exclusively in beef cattle genetics from 1970 until about 1985 (a total of 15 FTE's);
- (2) Conduct of crossbreeding trials on research stations and cooperators' properties from the early 1970s until the early 1990s. These trials, involving use of *Bos indicus* infused cattle, are estimated to have involved 50 per cent of a research officer and 20 per cent of 15 extension officers and numerous support staff over 20 years. This commitment was estimated to be 5.5 FTEs per year over 20 years, or a total of 110 FTEs;
- (3) Conduct of the Beef Genetic Improvement Project (BGIP), an extension project conducted from approximately 1989 onwards to promote objectively-based recording and selection. BGIP is also the vehicle for technology transfer in Queensland of the genetics results from the Beef Quality CRC. The number of FTEs involved in BGIP since 1989 has varied between 6.27 and the current 3.65. The total input to BGIP activities since 1989 was estimated to be 79 FTEs.

In summary, a total of 204 FTEs were estimated to have been involved in beef cattle genetics R&D since 1970. The 2001 dollar value of each FTE was put at \$80,000, allowing for salaries, on-costs and operating.

#### 4.2.7 Tasmanian Department of Agriculture

This agency provided estimates of expenditure from 1972 to 2001 in terms of current (2001) dollars. These expenditures were simply aggregated to provide the current PV.

#### 4.2.8 South Australian Department of Agriculture

This agency also provided estimates in terms of annual expenditure expressed in current (2001) dollar terms. A long term beef cattle breeding trial has been conducted since 1970 with substantial levels of inputs.

#### 4.2.9 CSIRO

Estimates of FTEs involved in R&D were provided and then valued using the NSW Agriculture costs. The numbers provided from 1980 to 1993 were non-Beef CRC personnel and from 1994 to 2001 these were a portion of the in-kind contributions to the Beef CRC.

#### 4.2.10 Beef cattle breeders

An important contributor to genetic gain in the beef industry has been the performance recording carried out by breeders, especially as required for the genetic evaluation system BREEDPLAN. An estimate of \$20/cow on an inventory basis was used as a measure of recording costs contributed by breeders and registration costs. Most performance recording is by the breeder, except scanning for carcass traits, the costs for which are paid to accredited

contractors. The breeder costs associated with recording were applied to annual BREEDPLAN registration figures and aggregated to 2001 values.

#### 4.2.11 Breed Societies

Breed Societies have played a major part in the herd registration and performance recording required for participation in BREEDPLAN. The Breed Societies, jointly with ABRI, provide services to seedstock breeders to promote and facilitate data recording, and to facilitate use of EBVs in breeding programs. Estimated FTEs for advisory services associated with BREEDPLAN (since 1985) collectively provided by Breed Societies and ABRI were each estimated to be valued at \$100 000 per annum.

#### 4.2.12 Beef Cooperative Research Centre

Estimates of direct CRC expenditure apportioned to beef cattle genetics R&D were derived from the financial controller (direct investments since 1994), converted into 2001 values and aggregated. Care was taken to avoid double counting of partner institution costs.

#### 4.2.13 Beef semen imports

Information on beef semen imports was difficult to obtain. Australian Bureau of Statistics (ABS) data show the volume (doses) and value of “bovine” semen imports since 1974.

After consultation with industry experts, bovine semen imports were judged to consist of 90 per cent dairy and 10 per cent beef semen. On this basis the value of semen imports since 1974 was estimated, converted to 2001 dollars and summed. The cumulative PV of beef semen imports to 2001 was estimated to be \$27 million.

### 4.3 Summary of investments

The cumulative PV of investments in beef cattle genetics R&D, in 2001 dollars, was estimated to be \$310 million.. The value of beef semen imports was estimated to be a further \$27 million. A summary of the investments is shown in Table 3.

**Table 3. Summary of investments in beef cattle genetics R&D**

Agency	PV of investments 2001 \$mill.	Per cent
MLA	79.03	23.4
NSW Agriculture	70.73	21.0
SA Department of Agriculture	52.94	15.7
Beef breeders	42.14	12.5
Semen imports	27.00	8.0
CSIRO	20.64	6.1
QLD DPI	16.31	4.8
WA Department of Agriculture	8.16	2.4
Breed Societies/ABRI	7.06	2.1
VIC DNRE	6.11	1.8
Beef CRC	5.00	1.5
UNE	1.54	0.1
TAS Department of Agriculture	0.72	0.0
Total	337.38	100

## 5. Types of Improvement Due to Beef Cattle Genetics R&D

Consideration was given to the types of improvements that can arise from R&D and how these can be evaluated economically. The gains from R&D can be experienced by the production, processing, marketing and consumption sectors. Investments in R&D have been made by both the beef industry (beef producers and processors) and by governments on behalf of society (principally consumers).

Ideally the evaluation of returns from R&D should account for returns to all these groups, and the main economic evaluation incorporates the interests of all these groups. However, there are other types of gains which are more difficult to evaluate in this framework and for these gains a simpler approach of estimating extra revenue at the farm level was used. Each of these approaches to valuing the improvement due to beef cattle genetics R&D are described in this section.

### 5.1 Returns from within-breed selection

To value returns from within-breed selection, genetic change within breeds was first assessed from genetic trends in EBVs for animals evaluated in BREEDPLAN. This was done for representative breeds with different levels of performance recording. Estimates of the proportions of the national herd in various production system x market niches were used to define the proportion of the national herd to which each estimate of gain applied. Breed Societies were asked for access to their EBV data for use in assessing genetic trends. The EBV data used were those computed with BREEDPLAN V4.1 and available in October 2001.

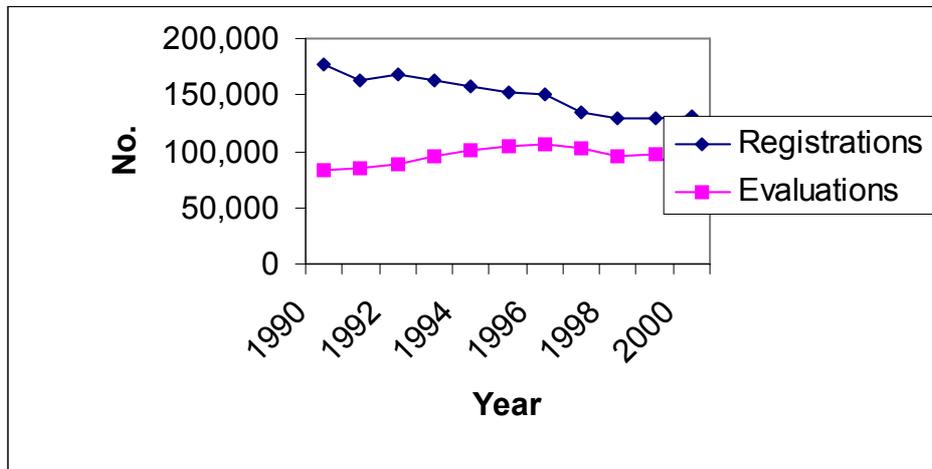
A usual difficulty in valuing genetic change in a trait is in knowing whether the change has also been accompanied by change in other traits. This difficulty was overcome here using BreedObject software. This software accounts for genetic associations among traits. It is also able to use BREEDPLAN EBVs to target EBVs for economic traits of commercial herds producing for different production system-market niches. The use of BreedObject consequently allowed assessment of genetic trends in EBVs for economic traits of commercial herds producing for different production system-market niches.

Gross Margin (GM) budgets were used to translate the assessed genetic gains into cost of production savings. The budgets used corresponded to the production system/market niches for which the genetic gains were estimated. The identified savings in cost of production were the inputs to an Equilibrium Displacement Model (EDM) used to assess returns from within-breed selection (detailed in Section 6). The results are presented in Section 10.

#### *5.1.1 Numbers of cattle evaluated through BREEDPLAN*

Assessment of within-breed genetic gain was limited to that which could be identified from BREEDPLAN EBV data. Information on beef cattle registrations, obtained from statistics published by the Australian Registered Cattle Breed Association (ARCBA) show numbers of cattle registered with breed societies have fallen over the period 1990 to 2000. Information from breed databases in BREEDPLAN, by contrast, show numbers of seedstock evaluated through BREEDPLAN has increased. These are summarised in Figure 1. Data on cattle evaluated through BREEDPLAN were based on numbers of animals in the major breed databases that had EBVs based on own or progeny performance records.

**Figure 1. Numbers of beef cattle registered with Breed Societies and evaluated through BREEDPLAN**



#### *5.1.2 Rate of adoption and the time to realisation of benefits*

Breeds vary both in the amount of performance recording undertaken and in the timing of this for particular BREEDPLAN performance measures. This aspect of rate of adoption contributes to differences between breeds in the rate of genetic change in commercial traits. The genetic changes observed in each breed, obtained from the averages of EBVs for a trait, by year of birth (genetic trend), were assumed to occur in the commercial sector of industry at the same rate as in the seedstock sector, though at a later time. For commercial herds using BREEDPLAN-evaluated bulls, the genetic change was assumed to lag by 5 years relative to that occurring in the seedstock sector. No additional assumption was made about adoption or understanding of BREEDPLAN in the commercial sector. Other increases in genetic gain that might be achieved through informed use of EBVs in bull selection in commercial herds were consequently not considered.

The extent to which the identified genetic gains benefit the commercial sector depends on the level of use of BREEDPLAN-evaluated bulls in that sector. Estimates were obtained of the proportions of commercial herd bulls that have BREEDPLAN EBVs. Commercial herds using non-BREEDPLAN bulls were assumed to still benefit from the technology but after a longer lag period. A lag of 10 years was assumed for genetic gain in the seedstock sector to be expressed in commercial herds using non-BREEDPLAN bulls. This reflects the tendency for well-proven bulls to also influence bulls bred in non-BREEDPLAN herds.

In addition to the lags of 5 and 10 years for gains in seedstock herds to be expressed in commercial herds using BREEDPLAN evaluated and non-BREEDPLAN evaluated bulls, a sensitivity analysis was conducted with lags of 8 and 13 years respectively. Expression of gains in maternal traits, such as maternal genetic effects on growth, also occur a further generation (5 years) later and only after animals reach maternal age. The analysis of returns from within-breed selection consequently took account of the often long time lag between the observation of genetic gain in seedstock herds and the expression of this in commercial herds. The analysis also took account of the permanence of the gains arising from selection, benefits being accumulated over time.

## 5.2 Returns from crossbreeding

The returns from increases in the use of crossbreeding in the southern (temperate) herd were also estimated using the same economic methodology as for within-breed selection. As explained in Section 6 these gains were estimated based on a change in cost of production that translates into a shift in supply. Results from farm-level budgeting in Barlow, Farquharson and Hearnshaw (1989) as well as estimates of cow numbers in southern herds and current percentages of herds using crossbreeding were utilised.

On medium quality pastures, Barlow *et al.* (1989) found the highest GM crossbred-cow combination was Brahman x Hereford cow mated to a Hereford bull, and this was compared to a straightbred Hereford production budget. Budget estimation established that the crossbred system had a variable cost/kg dressed weight (DW) of \$0.81, compared to the straightbred cost of \$0.84/kg DW. This once only cost advantage, due in part to hybrid vigour, is realised immediately. These differences in cost of production were input to the EDM and used to assess returns from crossbreeding.

## 5.3 Returns from breed changes

For a number of reasons the returns from changes in breed composition of the Australian beef herd associated with beef cattle genetics R&D were difficult to evaluate in the main economic framework. These included the difficulty of measuring changes in costs of production in northern (extensive) beef regions and the issue of price premiums associated with particular breed types. Both these issues are more difficult to include in a supply shift (cost of production) framework.

The returns from increased use of *Bos indicus* genes in the northern herd were estimated from the extra profit associated with *Bos indicus* infused cattle at the property level, and from estimates of the change in *Bos indicus* usage. Estimates of differences between *Bos indicus* and *Bos taurus* herds in the north, as a result of cattle tick and drought tolerance, were sought from industry experts (Dr Heather Burrow, pers com). These differences were simulated with the BREEDCOW software (Holmes 2002) and an improved profit for *Bos indicus* infused cattle of \$87/adult equivalent was suggested (in \$2001). The proportion of *Bos indicus* cattle in the northern herd increased from 5 per cent in 1970 to around 85 per cent in the 1990s. The cumulative aggregate benefits to the industry were then assessed assuming a northern cow population of 5 million (Riley *et al.* 2001). The limitations of this approach are noted in Section 6.

To value the change in breed composition arising from use of breeds with greater marbling propensity in the southern (temperate) herd, a willingness-to-pay approach was used. An assumed premium of \$25/slaughtered animal (in \$2001) in these breeds (Dr Peter Parnell, pers com) was compared to the budget values for the relevant types of animals and the resulting percentage premiums were used to shift the demand for these cattle outwards. The change in breed use was based on the proportion of southern slaughter cattle with marbling propensity, from 9.5 per cent to 22 per cent since 1990, and data on the southern cow population from Riley *et al.* (2001).

## 6. Economic Methodologies for Evaluating Technology Change in the Beef Industry

### 6.1 Assessment of industry and community economic surplus

This approach to estimating benefits utilises an Equilibrium Displacement Model (EDM) of the Australian beef industry. Xhao, Mullen, Griffith, Griffiths and Piggott (2000) developed this model specifically for conducting detailed evaluations of the returns to sectors of the beef industry from technological changes or other policy (eg expenditure on promotion, changes in market access) measures. The model characterises changes in technology, such as the effects of beef cattle breeding and genetics R&D, as impacting the supply of beef products by the industry over a medium term, assumed to be 5 years. The change in supply is represented by a percentage change in the minimum average variable costs of production per unit of output. This is in accordance with economic theory of supply representing marginal costs of production and firms producing at minimum cost.

In the present case, the process of transforming estimated changes in trait values (or trends over time) into proportional variations in production costs was achieved through an enterprise-level GM budgeting analysis. First, a categorisation of the Australian beef herd was made according to breed and market characteristics. An estimate was made of the proportions of cattle within each breed x market niche (as described in Section 7). Then trends in trait values were generated and the budgeting process for different market x breed combinations was conducted. Representative beef enterprise budgets were used to estimate impacts in the important breed x market cases. An aggregation procedure was used to transform the representative farm enterprise-level cost impacts into relevant industry-level responses. This was achieved using the estimated proportion of the beef cattle population within the breed x market niches as weights on the farm-level impacts that were applied to the EDM. Finally, the time pattern of costs and benefits was used to estimate standard financial analysis measures (NPV, BCR and IRR).

### 6.2 An Equilibrium Displacement Model (EDM) of the beef industry

The approach involves estimating changes in economic surplus from productivity gains across the industry. With this approach, the equilibrium of the industry is represented by a system of demand and supply relationships for each sector of the industry. The impacts of new technologies, promotional campaigns and government policies, are modelled as shifts in demand or supply curves in the relevant markets. Comparative static analysis is used to linearly approximate changes in prices and quantities of all outputs and inputs from specified percentage reductions in production or processing costs or from specified percentage increases in demand in the case of promotion. The consequent changes in producer and consumer surpluses are then estimated for various industry groups. A review of the equilibrium displacement modeling approach can be found in Alston, Norton and Pardey (1995).

The Australian beef industry involves multiple markets and multiple production and marketing stages. In order to study the returns from various types of on-farm and off-farm research investments and the distribution of benefits among different industry sectors, a model disaggregated along both vertical and horizontal directions is required. Horizontally, both grass-finished and grain-finished product needs to be included. Vertically, production of

retail beef products involves breeding, backgrounding, grain or grass finishing, processing, and domestic or export marketing. Thus the EDM includes four end products – domestic grass- and grain- fed beef and export grass- and grain-fed beef. These four products have different market specifications at all production and marketing stages and each comprises a significant share of the industry. This disaggregated specification enables the analysis of productivity changes in individual sectors and promotion in different markets. It also enables the identification of benefits to individual industry sectors. A technical account of the EDM specification and assumptions made is given in Zhao, Mullen, Griffith, Griffiths and Piggott (2000).

Three types of information are required for operating the EDM. First, initial price and quantity values for all inputs and outputs, which define the equilibrium status of the system before the introduction of new technology or promotion. Second, market elasticities, which describe the market responsiveness of quantity variables to price changes. Third, the values of all the variables which quantify the effects of new technologies and promotions.

The initial equilibrium values are specified as the average prices and quantities for a representative year. Significant effort has been invested to compile a set of equilibrium prices and quantities for all sectors and product types at the required level of disaggregation. This includes prices and quantities of weaners, backgrounded cattle, grass/grain finished cattle, processed beef carcass, and final products as free-on-board export boxes and domestic retail cuts. Details about the data sources, the assumptions made and the derivation of prices and quantities of all sectors for various years are given in Zhao *et al* (2000).

Various market elasticities are required to solve the displacement model. These include supply elasticities of factor inputs, demand elasticities of final products, and input substitution and output transformation elasticities among inputs and outputs of all sectors. Values for these elasticities are specified based on economic theory, reviews of existing empirical estimates and subjective judgement. Full details of the selected specification of the base market elasticities are given in Zhao *et al* (2000).

Where published estimates are limited, subjective judgement is required in order to choose a set of ‘most likely’ elasticity values. A stochastic approach to sensitivity analysis was used in Zhao *et al* (2000) to systematically study the robustness of results to uncertainty in market elasticities.

New technologies are modelled as reducing the costs of production or processing, thereby generating shifts in supply. Promotion is modelled as a shift in demand. This allows for the simulation and comparison of the impacts of cost reductions in various production and processing sectors and increases in consumer’s ‘willingness to pay’ in the end product or retail markets.

### **6.3 Results from previous R&D investment analyses using the EDM**

As an illustration of the uses of this modelling approach, some previous results are summarised briefly in this section. Total economic surplus changes and their distributions among various industry groups were calculated, resulting from 1 per cent cost reductions in 7 R&D scenarios of the 12 possible technology and promotion scenarios able to be run using the EDM (see Zhao, Griffith and Mullen 2001). Prices and quantities are based on 1992-1997 average values. The scenarios covered R&D in various farm sectors (weaner production,

cattle backgrounding and grass-finishing) and off-farm sectors (feedlotting, processing, and domestic and export marketing). The results are consistent with previous studies in showing that farmers will receive higher shares of total benefits from all types of farm research than research in the feedlotting, processing and domestic marketing sectors.

For the same percentage exogenous shift in the relevant markets, domestic beef marketing technology (Scenario 7) and weaner production research (Scenario 1) resulted in the largest total returns: \$23.88 million and \$19.60 million, respectively. The total benefits from cost reductions in the backgrounding, feedlot, processing (Scenario 6) and export marketing sectors were much smaller (mainly less than \$2 million) due to the small value added to the cattle/beef products in these sectors.

For all 7 R&D scenarios, the majority of the total benefits accrued to domestic consumers and cattle farmers. Domestic consumers gained the largest share of total benefits (48.3 per cent to 65.6 per cent) in all seven cases. This is because domestic retail beef comprises the bulk of total industry value at retail and because domestic beef demand is assumed far from perfectly elastic. Farmers, including weaner producers, grass-finishers and backgrounders, received between 18.7 per cent to 33.7 per cent of total benefits for the seven scenarios. Some of these results are reported in Table 4.

**Table 4. Summary statistics for welfare benefits (in \$million) and shares of the total benefits (in %) for various industry groups<sup>1</sup>**

Industry Group	Scenario 1 (weaner production research)		Scenario 6 (processing research)		Scenario 7 (domestic marketing research)	
	\$m	%	\$m	%	\$m	%
Farmers total:	6.61	33.7	1.21	25.9	4.72	18.7
Processors:	0.19	1.0	0.14	3.0	0.19	0.8
Domestic Retailers:	0.74	3.8	0.19	4.1	1.63	6.8
Domestic Consumers:	9.97	50.8	2.60	55.4	15.66	65.6
Total benefits:	19.6	100	4.69	100	23.88	100

<sup>1</sup> Figures on the left of each cell are the monetary benefits and figures on the right are the percentage shares of total benefits, for individual groups.

#### 6.4 Change in farm-level profit

The approach involved calculating the extra farm-level profit associated with a technology change, on a per cow basis. The per cow net profit impacts were then multiplied by the relevant number of units and aggregated over time periods. This type of benefit takes no account of possible industry production or market price responses due to the improved technology.

While the initial benefit of these breed changes accrues to the producer, over time the benefit will be distributed across all sectors of the industry as producers respond to the incentive to supply more of the preferred breeds and the market adjusts to the new set of prices and quantities. So this extra profit to producers is really an industry benefit, and would be distributed in *broadly* the same way as shown in the EDM. However, we cannot make *precise* statements about associated returns to other sectors of the beef industry because these impacts occur in particular parts of the industry whereas the EDM analysis discussed above is calibrated and tested on aggregate, Australia-wide data.

## 7. Industry Representation and Aggregation

### 7.1 Industry breed x market production systems

To assess benefits across different segments of the commercial beef industry, a breakdown of the industry by breed and market production system was required. Gains were valued and accumulated across the whole industry. Estimates were made of the following:

- the size (number of cows joined) of the national beef herd;
- the proportion of industry cows that are *Bos taurus* and *Bos indicus/adapted composites*;
- the proportion of *Bos taurus* and *Bos indicus/adapted composite* cows that are put to *Bos taurus* and *Bos indicus/adapted composite* bulls;
- the proportion of young finished animals that go to domestic and export markets;
- the proportion of *Bos taurus* cows that are put to different bull breeds; and
- the proportion of *Bos indicus/adapted composite* cows that are put to different bull breeds.

Based on these estimates the beef cow herd was apportioned into 28 breed x market groups. Additionally, within a number of breed x cow joining and market types, an estimate was made of the proportion to which different market niches were considered to apply. Taking these additional market niches into account apportioned the industry into 35 breed x production system-market niches. The resulting segmentation of the beef cow herd is shown in Table 5.

### 7.2 Choice of representative groups

Six measures of genetic gains were obtained, based on genetic trends in BREEDPLAN EBVs. Gains were assessed for four breed groups chosen to represent breeds with different levels of performance recording. The gains occurring in the Angus and Hereford breeds were taken as representative of breeds with high and moderate amounts of performance recording, respectively. Gains in the Limousin breed were considered representative of that occurring in European breeds. Gains in the Brahman breed were considered representative of breed types used in northern herd production systems.

The genetic trends assessed were for commercial herd traits. These were assessed from BREEDPLAN EBVs using BreedObject software. The commercial herd traits were defined for either domestic or export markets, and notionally for particular production systems within each of these. As a consequence, six measures of genetic gains were obtained. In summary, the six breed x market production systems used to assess genetic trends, the notional production system involved and the cases they represented, were as shown in Table 6.

### 7.3 Aggregation of systems for estimating returns from genetic change

For aggregation of benefits across the whole industry, genetic gain assessments based on Angus-Domestic and Angus-Export measures were applied to niches 1 and 2 and niches 3 and 4 respectively. Genetic gain assessments from Hereford/Poll Hereford-Domestic and Hereford/Poll Hereford-Export were taken to apply to niches 5, 6, 25, 27, 29 and 7, 8, 26, 28 respectively. Genetic gain assessments for Limousin-Export (Terminal) were applied to niches 9-12, 13-16, 23, 24 and 31. Genetic gains in the remaining niches were represented by that assessed for Brahman-Export.

**Table 5. Estimated proportions in breed x market production system niches**

<b>Proportion</b>	<b>Bull breed</b>	<b>Cow type</b>	<b>Market</b>	<b>Niche (#)</b>
.07	Angus	<i>Bos taurus</i>	Domestic	(1) Supermarket
.02	Angus	<i>Bos taurus</i>	Domestic	(2) CAAB
.09	Angus	<i>Bos taurus</i>	Export	(3) 220d fed/B3
.03	Angus	<i>Bos indicus/comp.</i>	Export	(4) Terminal
.05	Heref/Poll H.	<i>Bos taurus</i>	Domestic	(5) Supermarket
.01	Heref/Poll H.	<i>Bos taurus</i>	Domestic	(6) Heref. Prime
.06	Heref/Poll H.	<i>Bos taurus</i>	Export	(7) Short-fed
.01	Heref/Poll H.	<i>Bos taurus</i>	Export	(8) Long-fed
.005	Limousin	<i>Bos taurus</i>	Domestic	(9) Terminal
.001	Limousin	<i>Bos taurus</i>	Domestic	(10) Straightbred
.005	Limousin	<i>Bos taurus</i>	Export	(11) Terminal
.001	Limousin	<i>Bos taurus</i>	Export	(12) Straightbred
.003	Simmental	<i>Bos taurus</i>	Domestic	(13) Terminal
.001	Simmental	<i>Bos taurus</i>	Domestic	(14) Straightbred
.003	Simmental	<i>Bos taurus</i>	Export	(15) Terminal
.001	Simmental	<i>Bos taurus</i>	Export	(16) Straightbred
.24	Brahman	<i>Bos indicus</i>	Export	(17)
.10	Brahman	<i>Bos indicus</i>	Domestic	(18)
.01	Brahman	<i>Bos taurus</i>	Domestic	(19)
.01	Santa, Others	<i>Bos taurus</i>	Domestic	(20)
.01	Brahman	<i>Bos taurus</i>	Export	(21)
.01	Santa, Others	<i>Bos taurus</i>	Export	(22)
.01	Charolais	<i>Bos taurus</i>	Domestic	(23)
.01	Charolais	<i>Bos taurus</i>	Export	(24)
.01	Murray Grey	<i>Bos taurus</i>	Domestic	(25)
.01	Murray Grey	<i>Bos taurus</i>	Export	(26)
.01	Shorthorn	<i>Bos taurus</i>	Domestic	(27)
.01	Shorthorn	<i>Bos taurus</i>	Export	(28)
.01	Other <i>Bos taur.</i>	<i>Bos taurus</i>	Domestic	(29)
.01	Other <i>Bos taur.</i>	<i>Bos taurus</i>	Export	(30)
.03	Other <i>Bos taur.</i>	<i>Bos indicus/comp</i>	Export	(31)
.03	Santa G, Others	<i>Bos indicus/comp</i>	Domestic	(32)
.07	Santa G, Others	<i>Bos indicus/comp</i>	Export	(33)
.02	Composites	<i>Bos indicus/comp</i>	Domestic	(34)
.03	Composites	<i>Bos indicus/comp</i>	Export	(35)
1.00				

**Table 6. The six representative breed x market production systems used to assess genetic trends**

<b>Measure of genetic gains</b>	<b>Breed x market</b>	<b>Production system</b>	<b>Cases represented</b>
1	Angus-Domestic	Pasture grown & finished steers, 420kg at 17m, for Supermarket trade (herd 'self-replacing')	high recording-domestic
2	Angus-Export	Pasture grown, 220d long-fed steers, 650kg at 25m, for Japanese B3 market (herd 'self-replacing')	high recording-export
3	Hereford & Poll Hereford-Domestic	Pasture grown & finished steers, 475kg at 17m, for Supermarket trade (herd 'self-replacing')	Moderate recording-Domestic
4	Hereford & Poll Hereford-Export	Pasture grown, 100-150d fed steers, 640-700kg at 20-22m, for Export markets (herd 'self-replacing')	Moderate recording-export
5	Limousin-Export (terminal role)	Pasture grown & finished steers from British breed cows, 575kg at 25m, for Export markets	European breeds
6	Brahman-Export	Pasture grown & finished steers/bullocks, 650kg at 30-36m, for Export markets (herd 'self-replacing')	northern breeds

Informed estimates were obtained of the percentages of BREEDPLAN-evaluated and non-BREEDPLAN-evaluated bulls used in commercial herds by breed. These were then pooled over niches represented. The type of bull use affects the lag assumed for the time to expression of genetic gains in commercial herds. A lag of 5 years was assumed for commercial herds using BREEDPLAN-evaluated bulls and a lag of 10 years was assumed for commercial herds using non-BREEDPLAN-evaluated bulls. Taken together with the above aggregated market niche proportions, the percentages concerning bull use further define the proportions of the national cow herd to which each measure of gain was applied. In summary, this was as shown in Table 7. A sensitivity analysis was also performed on the assumed lag lengths where lags of 8 and 13 years were imposed instead of lags of 5 and 10 years.

**Table 7. Proportions of the cow herd to which different measures of genetic gain and different lag periods were applied**

Measure of genetic gains	Aggregated niche %	% BREEDPLAN bulls used (lag 5 years)	% non-BREEDPLAN bulls used (lag 10 years)	Cow herd %
1. Angus-Domestic	.09	.64		5.76
	.09		.36	3.24
2. Angus-Export	.12	.64		7.68
	.12		.36	4.32
3. Her./PHer.-Domestic	.09	.54		4.86
	.09		.46	4.14
4. Her./PHer.-Export	.09	.54		4.86
	.09		.46	4.14
5. Lim.-Export (Term.)	.07	.38		2.66
	.07		.62	4.34
6. Brahman-Export	.54	.10		5.40
	.54		.90	48.6
Total	1.00			100

## 8. Assessment of Trait Genetic Change in Representative Industry Groups

### 8.1 Methods

Genetic trends in BREEDPLAN EBVs were translated into genetic trends in economic traits of commercial herds, using BreedObject software (Sundstrom and Barwick undated), for each of the breed groups examined. The commercial herd traits were defined for either domestic or export markets and according to particular production systems as described in Section 7.2. The commercial herd traits considered are shown in Table 8. These traits are also the breeding objective traits that underlie industry \$Indexes constructed with BreedObject. Note that efficiency of feed use is not a separately specified trait in Table 8. Other approaches are used to cost feed in the construction of \$Indexes for industry. Separate attention was consequently given in this study to costing additional feed associated with genetic gains.

Trends in these traits were assessed over the period 1985 to 2000, using as inputs the BREEDPLAN EBVs of animals born over this period. Trait changes were assessed at 5-year intervals, as required for use in subsequent analysis using the EDM.

**Table 8. Traits of commercial herds originally examined for genetic trend**

<b>Trait</b>	<b>Unit</b>
Sale liveweight	kg
Sale liveweight-maternal	kg
Dressing percentage	%
Carcase meat percentage	%
Fat depth	mm
Cow weaning rate	%
Marbling score	score units
Cow survival rate	%
Cow liveweight	kg
Calving ease	%
Calving ease-maternal	%

The substantial measured trait changes were in progeny liveweight and cow weight in each breed x market group in which gains were assessed. Changes in other traits of Table 8 were not considered large enough to warrant assessment of associated cost of production or demand effects. The absence of appreciable change in traits other than growth, at least as expressed in commercial herds, is due to the relatively recent introduction to BREEDPLAN of EBVs addressing these traits (breeds using BREEDPLAN are reported to have progressively adopted EBVs for carcass and fertility traits during the 1990s). Importantly, the absence of appreciable genetic changes in other traits also suggests that the changes in growth have been able to be achieved without antagonistic genetic change in other traits. Examples of genetic trends observed in all traits are shown in Appendix 3.

## 8.2 Results

Trait changes are shown in Table 9 for gains occurring in seedstock and expressed 5 years later in commercial herds. These are the gains expected in herds using BREEDPLAN-evaluated bulls. Similar gains are expected in herds using non-BREEDPLAN bulls after a further 5 years. Trait trends in the table are projected to 2005 to account for the first occurrence of genetic gains in commercial herds arising from gains in BREEDPLAN evaluated seedstock in the period up to 2000. Projections are made to 2010 for those gains from non-BREEDPLAN-evaluated bulls.

**Table 9. Genetic changes in traits of commercial herds**

Measure of gain	1985	1990	1995	2000	2005
		<b>Progeny liveweight (kg)</b>			
1. Angus-Domestic	0	4	12	22	37
2. Angus-Export	0	5	15	28	48
3. Her/PH-Domestic	0	3	10	19	31
4. Her/PH-Export	0	3	10	19	31
5. Limousin-Export (T)	0	1	7	11	21
6. Brahman-Export	0	10	15	23	33
		<b>Cow liveweight (kg)</b>			
1. Angus-Domestic	0	4	13	23	36
2. Angus-Export	0	4	13	23	37
3. Her/PH-Domestic	0	3	9	18	29
4. Her/PH-Export	0	3	9	18	29
5. Limousin-Export(T)	not applicable				
6. Brahman-Export	0	6	7	12	18

To restate, the calculations in the table are from measures of genetic trend in seedstock herds, as increments from 1980 levels and lagged by 5 years for expression of the gains in commercial herds.

## 9. Assessment of the Impacts of Trait Change on Cost of Production

### 9.1 Representing gains from breeding and genetics technology

The EDM analysis requires gains at the farm level to be expressed as percentage changes in the minimum average variable cost per unit output. The estimation of these percentage changes was accomplished using representative beef enterprise budgets for each of the breed x market cases listed in Table 6.

The trends in significant genetic traits (progeny and cow liveweight) over each 5-year period were valued by an analysis of the costs associated with such changes. Of particular importance were the feed costs associated with growing larger animals. As stated previously, no change in FCE was included in the analysis, so those larger animals required proportionately more feed.

The BEEF-N-OMICS program (NSW Agriculture and Meat Research Corporation 1991) was used to estimate the feed requirements of the herds in each production system. BEEF-N-OMICS is a GM budgeting tool, which includes a herd model that calculates the numbers, types, ages and weights of all cattle within the herd according to user-supplied inputs or parameters. The monthly feed requirements (expressed in LSMs) are calculated according to the number, live weight, weight gain and pregnancy/lactation status of herd members.

In the analysis, the estimated feed requirements were converted to total DSEs for the year and these were converted to feed requirements expressed in terms of hectares of improved pasture. The basis for these calculations is presented in the next section.

### 9.2 Feed requirements from improved pasture

Details of assumptions underlying the estimation of improved pasture areas are shown in Appendix 4.

Key assumptions were for medium-high rainfall (>625 mm average annual), pasture species of improved pastures (eg phalaris, fescue, rye, cocksfoot) and legumes (sub/white clover), a pasture lifespan of 5 years and input costs of \$250/ha establishment and \$50/ha annual maintenance (\$90/ha/year average). Pasture production was 12 000kg dry matter (DM)/ha/year with 50 per cent grazing utilisation.

With available DM of 6000 kg ha/year and ruminant livestock requirements of 500 kg DM/DSE/year, the estimated carrying capacity was 12 DSE/ha. Average annual cost per unit of pasture production was calculated to be \$15/1000 kg DM, and the annual cost per DSE was \$7.50/DSE.

In the livestock budgets the total annual feed requirement per DSE calculated from the BEEF-N-OMICS analysis was divided by 12 to estimate the area of improved pasture required to carry the herd through the year. This area was multiplied by \$90/ha to derive the average appropriate pasture feed cost.

### 9.3 Animal inputs from genetic trends

The genetic trends from Table 9 were converted into appropriate liveweights for cattle (cows and progeny at different turnoff targets). Taking year 2000 beef cattle GM budget information as a base, the weights for each year from 1985 to 2005 were estimated and used as inputs to the BEEF-N-OMICS and GM budgets. These figures are shown in Appendix 5.

### 9.4 Gross margin budgets

GM budgets for the enterprises listed in Table 6 were based on those of NSW Agriculture (2001). Consultation with extension specialists allowed adaptation of the BEEF-N-OMICS program and other inputs to the GM budgets to appropriate representations of current industry status. The progeny liveweights, the estimated improved pasture feed costs and other relevant parameters were all incorporated into the budgets.

Total variable costs included replacement bulls, replacement heifers (where appropriate), livestock and veterinary costs, ear tags, pasture establishment and maintenance costs, interest and livestock selling costs. Other costs (eg labour) which did not vary were not included. Feed costs for grain-fed steers were calculated at 2.8 per cent of liveweight and \$152/tonne ration cost. An example of the GM budgets is shown in Appendix 6.

The total weight of beef sold in units of kg DW was estimated using dressing percentages of 55 per cent and 53 per cent for males and females respectively. The figure for total variable costs per kg DW was derived and percentage changes over the 5-year periods were input to the EDM model.

### 9.5 Changes in variable costs

The estimates of variable costs/kg DW for each 5-year point for each budget are shown in Table 10.

**Table 10. Variable costs per unit output results – based on genetic trait trends**

<b>Breed x market</b>	<b>1985</b>	<b>1990</b>	<b>1995</b>	<b>2000</b>	<b>2005</b>
Angus supermarket	1.22	1.21	1.19	1.18	1.16
Angus B3	1.94	1.94	1.93	1.93	1.92
Hereford/Poll H supermarket	1.13	1.13	1.12	1.11	1.10
Hereford/Poll H short-fed exp	1.68	1.67	1.67	1.67	1.67
Limousin Terminal export	1.56	1.56	1.55	1.55	1.53
Brahman Jap Ox	1.18	1.18	1.17	1.16	1.15

The results in Table 10 are interesting for several reasons. First, the base cow weights influence total variable cost levels. Hereford cows were assumed to be heavier (500 kg) than Angus cows (450 kg), therefore Hereford herd costs per kg of beef are likely to be lower, other things being equal. Also, the budgets associated with grain feeding had higher costs because the budgets included the breeding and backgrounding components, meaning higher aggregate cost levels. The budgets also had a regional aspect, so this impacts on variable costs to some extent.

The costs associated with grain feeding were based on feed requirements being a fixed proportion of liveweight. However, in the pasture-based budgets changes in cow weights are buffered by the maintenance component, which is likely to change by a lesser amount. Therefore the costs associated with the grain-fed cases are likely to change by less, since there is no evidence of FCE varying to influence the cost side of the analysis. This trend is observed in the results.

The Limousin terminal export budget required buying in replacement females. The cost of these, especially if bought as pregnancy tested in calf, was difficult to determine.

The results for crossbreeding in the temperate (southern) regions were based on results from Barlow *et al.* (1989). For medium quality pastures, the best crossbred-cow combination (Brahman x Hereford cow mated to a Hereford bull) had a variable cost/kg DW of \$0.81, compared to the straightbred Hereford herd cost of \$0.84/kg DW. This cost advantage due in part to hybrid vigour is realised in each drop of crossbred calves but is not accumulated from year to year as are the cost advantages from selection.

## 9.6 Inputs to the EDM analysis

The results in Table 10 were converted into percentage change figures for input to the EDM analysis. In this conversion, the gains from selection are cumulative. These and the crossbred results are presented in Table 11. They are presented here as representing types of markets and according to the degree of herd measurement and recording undertaken in developing the EBV information used as a basis for the genetic trait trends.

**Table 11. Cumulative annual percentage point reductions in per unit variable costs**

5-year period to	1985	1990	1995	2000	2005
Domestic high recording	0	0.5	1.7	2.9	4.8
Export high recording	0	0	0	0.6	1.2
Domestic moderate recording	0	0	0.8	1.6	2.6
Export moderate recording	0	0	0.6	0.6	0.6
European	0	0	0.9	0.9	2.1
Northern	0	0	1.1	1.6	2.3
Crossbreeding (south)	3.0	3.0	3.0	3.0	3.0

## 10. Results: Returns from Beef Cattle Genetics R&D

As mentioned previously, two methods of estimating economic benefits were used in this analysis. These are the EDM approach, which provides estimates of change in total economic surplus due to technology adoption, and an extra-farm-revenue approach which provides estimates of change in net revenue, initially at the farm level. The relative advantages and disadvantages of these approaches have been discussed in Section 6. The results from both methods are presented in this chapter.

### 10.1 Returns from within-breed selection and crossbreeding

Previous results (Zhao *et al.* 2001) from the EDM showed that a 1 per cent reduction in variable costs of beef production resulted in a \$30 million change in economic surplus, when indexed to \$2001. They also showed that up to 33 per cent of gains from technologies accrued to farmers (weaner producers, grass finishers and backgrounders) and domestic consumers received 50 per cent or more of the gains. Table 12 contains the estimates from the current analysis of gains in total economic surplus from selection and crossbreeding. It is apparent that the longer the lags in adopting selection improvements in seedstock herds into commercial herds, the lower the NPV.

**Table 12. Gains in economic surplus from selection and crossbreeding**

	<b>Selection</b>	<b>Crossbreeding</b>	<b>Total</b>
	<b>2001 \$mill.</b>	<b>2001 \$mill.</b>	<b>2001 \$mill.</b>
Benefits @ 7% - 5/10 year lag	943.9	254.8	1198.7
Benefits @ 7% - 8/13 year lag	720.6	254.8	975.4

### 10.2 Returns from changing breed mix in southern Australia

During the 1990s there was a significant shift in breed composition of the southern herd, with producers increasing their use of Angus and Angus-cross cattle in response to market premiums for particular markets. These premiums mean that there are on-farm and community benefits from this breed change, even though improvements in carcase characteristics were not evident in the genetic trend data used, and so were not included in the calculations for returns to selection.

The benefits were estimated assuming that the proportion of the southern herd that is Angus or Angus-influenced has risen from 9.5% to 22% since 1990, and that the premium per animal slaughtered is \$25 (P. Parnell, pers comm, February 2002). This value was compared to the budget values of Angus cattle finished from the major production systems evaluated (Angus supermarket and Angus B3 Japanese steer) (NSW Agriculture 2001), resulting in proportionate premiums of 3.5% and 2.1% respectively. These premiums were modelled in the EDM framework as increased willingness to pay by consumers of the beef produced by these types of cattle.

Using these values, the industry benefit from changing breed composition during the 1990s in southern Australia was estimated to be \$62m. This translates to a benefit at the farm level of some \$21m.

Other longer-term changes in breed composition in the southern herd were not evaluated, primarily due to lack of data. Crossing with European breeds in Australia is also certain to have had some impact, although their proportion of the seedstock sector remains modest (Sillar *et al.* 2001).

### **10.3 Returns from changing breed mix in northern Australia**

Since 1950 (but especially since about 1970) there has been a steady increase in the proportion of cattle in northern Australia that are *Bos indicus* or *Bos indicus*-infused. This has been principally through use of Brahman cattle and their derivatives, and has been a response to the superior adaptation of *Bos indicus* in the harsh production environments of northern Australia. Unfortunately, it was not possible to reliably calculate cost of production changes for this impact. To estimate the benefits flowing from this infusion, a different method was used. It was assumed that the proportion of *Bos indicus* has risen from 5% in 1970 to approximately 85% during the 1990's (ABARE data) and that the improved profit resulting from replacing a British breed cow with an indicus cow was \$87 per adult equivalent per year. This estimate derives from simulations of representative *Bos taurus* and *Bos indicus* herds with the BREEDCOW software package (Holmes 2002).

From these values, and data on the numbers of cattle in the northern herd (ABARE), the cumulative NPV of infusing indicus genes was estimated to be approximately \$8.1bn since 1970. This analysis proxies genetic changes in fertility and adaptability that were not included in the BREEDPLAN data, and so were not included in the calculations for the returns to selection.

As stated previously, while the initial benefit of the northern breed changes accrues to the producer, over time the benefit will be distributed across all sectors of the industry as producers respond to the incentive to supply more of the preferred breeds and the market adjusts to the new set of prices and quantities. So this extra revenue to producers is really an industry benefit, that can be expected to be distributed in *broadly* the same way as shown in the EDM.

## 11. Results: Net Value of Investment and Rates of Investment Return

A summary of the results of these analyses is shown in Table 13.

**Table 13. Summary of investment returns**

		Present Value in \$2001		
		Total	Producers	Consumers
Investments (Industry/Govt)		310 mill.		
Value of semen imports		27 mill.		
Benefits - selection and crossbreeding		1199 mill.		
NPV (at 7%)		861 mill.	287 mill.	431 mill.
BCR	3.6			
IRR	19%			
Benefits - <i>Bi</i> infusion in North		8100 mill.	2700 mill.	4050 mill.
Benefits - herd mix in South		62 mill.	21 mill.	31 mill.
NPV (at 7%)		9023 mill.	3008 mill.	4511 mill.
BCR	28			

### 11.1 Whole-industry benefit

The investments in genetic improvement totalled \$337 million in \$ 2001 terms. This figure is an aggregation of investments by beef producers, government and research agencies and Breed Societies, some dating back to 1963, and includes an estimate of the value of beef semen imports.

If it is assumed that these investments were applied only to selection and cross-breeding, the estimated returns to these investments were \$1199 million. So these R&D activities show a healthy return to investment - an NPV of \$861 million (at a 7 per cent discount rate), a BCR of 3.6:1 and an IRR of 19 per cent. If the benefits from selection to BREEDPLAN and non-BREEDPLAN producers are deferred by a further 3 years to 8 and 13 years respectively, the relevant figures are an NPV of \$638 million, a BCR of 2.9:1 and an IRR of 16 per cent.

An acceptable level of return can be gauged from the NSW Government guidelines for economic appraisal (NSW Treasury 1997). The recommended discount rate for public sector projects being economically appraised is 7 per cent, with sensitivity analysis of 4 per cent and 10 per cent. This implies that estimated returns greater than 7 per cent are acceptable in a state government agency context. Even at the higher rate of 10 per cent, the above returns are healthy.

In addition, the industry-revenue benefits from *Bos indicus* infusion in the northern herd were estimated to be \$8.1 billion, and the value of the premium associated with a change in beef

breed mix in the southern herd was estimated to be \$62 million. The benefits from these analyses are over and above the investment return figures in the top part of the table. If it is assumed that the R&D inputs were applied to all types of genetic gain measured here, the NPV is increased to something more than \$9 billion and the BCR is increased to a very healthy 28:1.

### **11.2 Benefits to producers and consumers**

The EDM model structure allows returns to be ascribed to different groups in the industry. Based on previous assessments of the gains to the whole industry from R&D-induced changes at the farm level, the NPV figure of \$861 million for selection and crossbreeding can be divided between domestic consumers (\$430 million), cattle producers (\$287 million) and other sectors of the industry (\$145 million). The interaction of supply and demand impacting on quantities produced and consumer willingness to pay has generated substantial benefits to consumers. The returns from the changing breed composition in the south can be allocated in a similar way.

A similar precise ascription cannot be made for the returns from changing breed composition in the north since these benefits were not estimated in the same framework. However it is reasonable to assume that these benefits would be distributed in *broadly* the same way as shown in the EDM. Thus of the \$9 billion net benefits from beef cattle genetics R&D investment over the past 30 years or so, consumers would have gained about \$4.5 billion and producers would have gained about \$3 billion.

### **11.3 Attribution of benefits by type and source of investment**

It would be potentially very useful to be able to attribute industry returns to particular investments by the various agencies or groups identified as contributing to the R&D process.

A review of the investment groups in Table 3 shows that there are a number of groups whose impact cannot be divided into a state-base or even a north-south split. The investments by MLA, beef breeders themselves, CSIRO and AGBU (via UNE) would need to be apportioned to state beef industries and an implicit assumption made that impacts were similar on a per animal basis.

It was considered that making such assumptions would be so conjectural that any resulting rate of return estimates would have been subject to an unacceptable error potential. Therefore no such estimates were attempted.

### **11.4 Relationship to previous research**

Alston *et al.* (2000) have recently reviewed almost 300 studies of R&D in agriculture which provided more than 1800 estimates of rates of return. The data period covered 1958 to 1998 and the studies came from a range of universities, government departments and international institutions across both the developed and developing worlds. The rate of return across all studies (some outliers excluded) ranged from -100 to +910. The average was 65. The rate of return for livestock-only studies was not significantly different from this average, but that for research and extension together (47) was significantly less than for research-only studies. When only the benefits to selection and cross-breeding are included, the rate of return calculated in this study is less than the average of the studies included in the Alston *et al.*

report. However, the rate of return would be much larger than the average if the changing breed composition in the Northern and Southern herds were also included.

Parnell *et al.* (1992) estimated that the NSW Agriculture Grafton beef cattle cross-breeding program would yield a NPV of benefits of approximately \$170 million by 2020, a BCR of 8.5:1 and an IRR of 13.5 per cent. Corresponding figures for the Trangie/Glen Innes program were \$170 million, 3.2:1 and 13.5 per cent. While the aggregate benefits are of course much smaller, the rates of return match those found for selection and crossbreeding in the current study.

In South Africa, Mokoena *et al.* (1999) recently estimated the return on investments in beef cattle performance testing. They found IRRs between 29-44 per cent, compared to IRRs between 19-22 per cent for all animal improvement schemes. Again, these estimates are similar to those found in this study.

In other industries, during 1991/92 the Grains Research and Development Corporation commissioned an independent economic analysis of 16 selected grains R&D projects undertaken over the previous 15 years (GRDC 1992). Using a 10 per cent discount rate, the benefit cost ratios ranged from 3:1 to 297:1, the rates of return ranged from 34 per cent to 561 per cent, and the aggregate present values of the benefits exceeded the aggregate present values of the costs by just over \$1 billion. The results from the present study are of similar orders of magnitude.

In a different type of analysis, Nitter *et al.* (1994) estimated the return, cost and profit per cow in the relevant cow population from one round of genetic selection for growth to be \$8.14, \$1.34 and \$6.81, respectively.

## 12. Limitations of the Analysis

The present study is an economic analysis of returns on all investments made in beef cattle genetics R&D. This was achieved within certain limitations, as described throughout this report. Here, limitations of the analysis are further discussed.

### 12.1 Definition of genetics investments by agencies

Some agencies had difficulty in providing estimates of genetics R&D costs or in ascribing costs to particular areas of R&D investment. Approximations were used in some cases. The estimated costs provided by CSIRO were incomplete and so may underestimate the real situation. The estimates provided by agencies included extension officer costs that often were not closely linked to defined genetics projects. Such less-targeted efforts may have social or environmental benefits that were not able to be included in the analysis.

The attribution issue comes up against the question of whether the inputs and R&D quality is consistent across agencies, and whether the extension component that encourages industry uptake of technology is consistent across agencies. These aspects can also be influenced by particular industry characteristics, by regional market and production characteristics, and by timing of historical events. These factors make the attribution process less useful.

### 12.2 Potential for other areas of benefit

The analyses described above are based mainly on higher growth rates, hybrid vigour and greater adaptability to a tropical environment. Other areas of industry potential benefit from genetics R&D that were not included in the analysis are:

- reductions in processor, wholesaler and retailer costs per kg carcass and per kg meat that might be generated by the production of heavier carcasses for similar markets;
- demand benefits from the greater eating quality associated with faster growth to slaughter weights. Growth rate is a primary predictor of MSA eating quality score. The changing breed composition in the Southern herd would pick some of this up;
- price benefits and cost of production savings from the greater predictability of performance for animals by genetically well-described sires (eg. from increased market compliance);
- demand benefits to seedstock breeders, semen distributors and service providers from supplying genetically well-described bulls and semen and other services; and
- a full treatment of the increased use of European breeds. Some of this impact is picked up in the measurement of the benefits from selection (see Tables 5 and 6) and some was valued as part of the change in the level of crossbreeding, but there are probably other impacts that have not been measured.

All of these aspects would be worthy of further analysis.

Intellectual property benefits accruing to R&D providers were not valued in the analysis as these are not benefits accruing to industry at large. Such benefits can also be important where they help sustain R&D efforts and technology delivery systems that may be necessary for larger benefits to accrue to industry.

### **12.3 Attributing benefits to sources of investment**

For reasons already raised (see 12.1) very limited capacity existed to attribute benefits to investments by different agencies or to investments in different areas of R&D. Some investments no doubt were more effective than others. Care should consequently be taken in interpreting benefits as applying equivalently across all investment.

It is also possible to attribute effects to different parts of the adoption process. Three areas can be identified here – the industry lag in adoption of breeding technologies, the rate of gain within industry segments, and the uptake (impact) of the technologies at the farm level. Sensitivity analysis was conducted for varying the lag in adoption. As discussed in section 11.1, increasing the lag in adoption from 5/10 years to 8/13 years reduced the IRR from 19 to 16 per cent. This is still a very satisfactory figure compared to the NSW Treasury implied target rate of 7 per cent.

### **12.4 Retrospective nature of the analysis**

The analysis conducted was essentially of how effective investment in genetics R&D has been in the past. Benefits assessed were those from genetic changes occurring by 2000. However some changes, such as the shift to using better-adapted breeds in Northern Australia, are once-only changes. Their effectiveness in the past is useful information to future decisions but the same benefit will not occur again. The permanence and cumulateness of genetic gains arising from selection, on the other hand, means that benefits from these gains will continue into the future. Discussion with industry representatives suggested that the balance in which breed substitution, crossbreeding and selection within breeds will contribute to future benefits is changing. It appears likely that judicious combining of breed and within breed differences through selection will be the avenue which will best capitalise on investments made to date and yield continuing benefits into the future.

The present analysis is a snapshot of the effectiveness to date of investment in genetics R&D. It should be appreciated that for some areas, such as for genetic gains occurring from selection, measures will change as data become available on animals born in more recent years. Some evidence was provided to the authors that genetic gains are indeed increasing and increasing for traits for which measures have only more recently been introduced to BREEDPLAN (see BREEDPLAN News, Issue 12, April 2002, p.14). Regular reviews of these data might be required to properly reflect changes in traits not covered in the current analysis.

This analysis did not set out to evaluate the future benefits likely from investment in different areas of genetics R&D. Future investment planning would clearly benefit from such an analysis. Some general principles only were able to be drawn from the present analysis. These are described in the following section.

## 13. Future R&D Investment

Benefit-cost analysis of future R&D possibilities is one of a number of measures that can be included in R&D planning. Some general comments can be made about future R&D investments based on the types of analyses and results presented here.

First, returns on investments are likely to be greater for more closely targeted genetics R&D investments. A focus on a particular area that shows promise is more likely to improve production potential.

Also, individual agencies investing in genetics R&D will differ in their aims in the extent to which environmental and economic benefits are emphasised. The targeting of particular outcomes is possible and the general economic evaluation framework is flexible enough to calculate benefits to aid project selection.

An extension of this point is that consideration should be given to ways in which beef cattle genetics R&D can assist environmental sustainability. The bringing together of research workers with different skills and areas of focus is likely to generate benefits in the wider sustainability sphere.

In a more general industry management context there may be advantages in closer integration between industry decision support models and the EDM approach. Industry funding bodies such as MLA may be interested in such approaches.

Finally, in a broader industry technology context, overall R&D investment planning would benefit from a fuller examination of the likely future benefits from genetics compared to other R&D investments. The balance and overall performance of the R&D portfolio is of fundamental interest to the industry.

## 14. Summary and Conclusion

This Report summarises an economic evaluation of the returns from beef cattle genetics research and development (R&D) in Australia. For the purposes of this analysis, genetics R&D was defined to include all breed manipulation, including selection, crossbreeding and grading up or breed substitution. R&D within Australia was also defined to include the effects of imported genetics. This is a revision of a report originally submitted to MLA in May 2002 (Farquharson *et al.* 2002).

One conclusion is that the estimated returns on past investments in beef cattle genetics R&D in Australia have been very healthy. Over all sources, the total return to the Australian beef industry from genetic technologies since 1970 was estimated to be \$9.4bn against a total investment estimated at \$340m. The benefit/cost ratio for this investment is 28:1 over the last 30 years. Based on previous work which shows that cattle producers gain about one-third of the total benefits, it can be estimated that cattle producers are likely to have benefited by over \$3bn from these past investments. The on-farm benefits represent an extra \$2,500 in PV terms for each of the approximately 40,000 specialist and non-specialist cattle producers in Australia *in each of* the last 30 years.

The biggest contribution to this high benefit/cost ratio has been the infusion of better-adapted *Bos indicus* genetic material into the sub-tropical and tropical herd, and as noted above, a less reliable method was used to estimate these benefits. But even if these benefits are ignored, and all costs are attributed to the other sources of value (within-breed selection, southern crossbreeding and changing breed mix in the south), beef genetics RD&E has generated a NPV of \$921 million, a Benefit Cost Ratio of 3.7:1 and an Internal Rate of Return of over 19 per cent. Applying the shares of benefits noted above, beef producers are likely to have benefited by about \$307 million and domestic consumers by about \$460 million, from past investments in beef cattle selection and crossbreeding R&D and the development of premium markets for higher quality beef.

The second conclusion is that these results seem to be in the ballpark of other estimates from similar studies. Parnell *et al.* (1992) estimated that the NSW Agriculture Grafton beef cattle cross-breeding program would yield a NPV of benefits of approximately \$170 million by 2020, a BCR of 8.5:1 and an IRR of 13.5 per cent. Corresponding figures for the Trangie/Glen Innes program were \$170 million, 3.2:1 and 13.5 per cent. These rates of return match those found for selection and crossbreeding in the current study. In South Africa, Mokoena *et al.* (1999) recently estimated the return on investments in beef cattle performance testing. They found IRRs between 29-44 per cent, compared to IRRs between 19-22 per cent for all animal improvement schemes. Again, these estimates are similar to those found in this study. More generally, Alston *et al.* (2000) have recently reviewed almost 300 studies of R&D in agriculture which provided more than 1800 estimates of rates of return from 1958 to 1998. The rate of return across all studies (some outliers excluded) ranged from -100 to +910 per cent. The average was 65 per cent. The rate of return for livestock-only studies was not significantly different from this average, but that for research and extension together (47) was significantly less than for research-only studies.

The third conclusion is that all sectors of the beef industry, including feedlots, processors, marketers and consumers, benefit from genetic improvement implemented at the farm level, not just producers. In particular, domestic consumers receive about half of the total benefits from RD&E in the Australian beef industry, from having access to greater quantities of beef

at lower prices. The links between those that pay for beef industry RD&E in Australia, and those that gain from the results of this RD&E, are explored in detail in Zhao *et al.* (2002).

However, while past investments into beef cattle genetic improvement in Australia via RD&E, genetic evaluation and importation have been highly profitable, current rates of growth of the benefits are much closer to the total annual investment. In particular, as noted above, the huge benefits from the infusion of *Bos indicus* genes through the northern Australia herd are all in the past.

On the other hand, it is known that there is much scope to achieve much faster rates of genetic gain. The cumulative nature of genetic gain means that many of the benefits (of within-breed selection in particular) will continue into the future, and are expected to grow. In addition, more recent genetic trend data indicates that some of the carcass quality traits such as retail yield and marbling are starting to show significant increases, and there are new gene marker technologies being developed which should enable faster adoption of improved genetics.

In the area of genetic improvement, the real challenge for the Australian cattle industry, and all its various components, is to ensure that the infrastructure of knowledge, tools and technologies currently available is used as effectively as possible. This will entail making best use of the range of breeds and crosses available to achieve faster rates of genetic gain and profitable farm businesses.

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## Appendix 1. Consultancy Terms of Reference

**Project Title:** Evaluating the returns from beef cattle genetics R&D in Australia

**Objectives:**

1. To properly account for all of the past investment in beef cattle genetics R&D in Australia;
2. To estimate the gross benefits to the cattle and beef industry from these past investments;
3. To calculate various rate of return measures from these investments.

**Milestones:**

1. Comprehensive summary of total investment into beef cattle genetics R&D (including delivery, and across state and national agencies) during the period 1980 to present;
2. Estimated returns from genetics R&D in the form of numbers of cattle evaluated in Australia (and overseas through BREEDPLAN), genetic trends in component traits and in BreedObject Indexes by breed;
3. Estimation of NPV, return on investment, BC ratios and IRR for investment on a per-agency and a national basis for the investment in beef cattle genetics R&D;
4. Final Report and summary to be provided to MLA.

## Appendix 2. Copy of Request for Information

Recipient

13 September 2001

Dear

NSW Agriculture has been contracted by Meat and Livestock Australia to conduct a brief study "Evaluating The Returns From Beef Cattle Genetics R&D In Australia".

The results of this study will provide some further information as part of the Review into MLA investment in genetic improvement conducted during 2000, and will assist with planning and managing further investment into beef cattle genetic improvement over the next five years.

The objectives of this study are:

1. To properly account for all of the past investment in beef cattle genetics R&D in Australia (including research, development, extension and importation, as well as recording and genetic evaluation within the seedstock sector);
2. To estimate the gross benefits to the cattle and beef industry from these past investments; and
3. To calculate various rate of return measures from these investments.

To assist us with achieving these objectives, we would like to obtain information on past investments into research, development, and extension programs conducted by the agencies involved in genetic development of the Australian beef industry. If possible, this should include all such programs going back to 1970.

Please note that all beef cattle genetics programs should be included, so for example, extension and/or research into cross-breeding is part of the total investment portfolio.

There may be some difficulties in estimating costing for extension programs where the program had a wider focus than simply genetic improvement. We are happy to discuss this aspect with you, having had to address this problem in an earlier evaluation of R&D stations within NSW.

Please note that all information specific to your agency will be treated with strictest confidence, and only industry-wide statistics will be included in our final report.

If you have any questions regarding this request, please do not hesitate to contact either myself (on 0267 701 826 or [garry.griffith@agric.nsw.gov.au](mailto:garry.griffith@agric.nsw.gov.au)), Bob Farquharson (on 0267 631 194 or [robert.farquharson@agric.nsw.gov.au](mailto:robert.farquharson@agric.nsw.gov.au)), or Dr Robert Banks, MLA Genetics Coordinator (on 0267 732 425, or [rbanks@mla.com.au](mailto:rbanks@mla.com.au)).

Yours sincerely,

## Appendix 3. Genetic Index Trends for Breed x Market Cases

The following is a summary of the genetic trend data supplied that has been used in the budget comparisons.

### *Angus Supermarket*

<b>Trait</b>	<b>1985</b>	<b>1990</b>	<b>1995</b>	<b>2000</b>	<b>2005</b>
Sale liveweight (kg)	0	4	12	22	37
Dressing %	0	-.01	-.033	-.056	-.098
Carcase meat %	0	-.101	-.126	-.121	-.113
Fat depth (mm)	0	.05	.037	.029	.008
Cow weaning rate (%)	0	-.066	.046	.539	1.076
Marbling score	not applicable				
Cow survival rate (%)	0	-.036	-.086	-.143	-.23
Cow liveweight (kg)	0	4	13	23	36
Calving ease (%)	0	-.346	-.74	-.953	-.99

#### **Notes:**

- dressing % and carcass meat % changes too small to model in budgets (combined effect of the order of 0.5kg meat per young sale animal)
- change in fat depth not large enough to cause change in premiums or discounts
- increase of 0.5 to 1% in weaning rate (in recent years) may be able to be included in budgets
- cow survival rate change too small to model in budgets; also this change, more than any other, reflects assumptions rather than evidence
- decrease in calving ease of up to 1% (in recent years; reflects direct and maternal combined) may be able to be included in budgets
- sale liveweight and cow liveweight changes both need to be included in budgets.

**Summary:** Angus addressing pasture-based, self-replacing Supermarket production have improved profitability through being able to increase growth essentially without affecting carcass characters. Simultaneously, functionality has also been maintained (small increase in weaning rate and a small decrease in calving ease).

### *Angus B3*

<b>Trait</b>	<b>1985</b>	<b>1990</b>	<b>1995</b>	<b>2000</b>	<b>2005</b>
Sale liveweight (kg)	0	5	15	28	48
Dressing %	0	-.017	-.029	-.024	.01
Carcase meat %	0	-.097	-.129	-.13	-.137
Fat depth (mm)	0	.031	.051	.092	.204
Cow weaning rate (%)	0	-.069	.048	.55	1.115
Marbling score	0	-.012	-.027	-.014	.06
Cow survival rate (%)	0	-.036	-.086	-.141	-.225
Cow liveweight (kg)	0	4	13	23	37
Calving ease (%)	0	-.346	-.74	-.953	-.99

#### **Notes:**

- dressing % and carcass meat % changes too small to model in budgets (combined effect smaller, if anything, than for Supermarket case)
- change in fat depth not large enough to cause change in premiums or discounts
- increase of 0.5 to 1% in weaning rate (in recent years) may be able to be included in budgets
- evidence of recent change towards more marbling, but doubt that the change so far is large enough to warrant considering the marbling premium
- cow survival rate change too small to model in budgets; also this change, more than any other, reflects assumptions rather than evidence
- decrease in calving ease of up to 1% (in recent years; reflects direct and maternal combined) may be able to be included in budgets
- sale liveweight and cow liveweight changes both need to be included in budget

**Summary:** Angus addressing B3 (pasture-based, self-replacing cow-calf phase, followed by 220d fed finishing) have improved profitability through being able to increase growth essentially without affecting carcass characters, including marbling. The capability to simultaneously increase marbling through selection is a recent one, so that results from this are only just starting to be seen. Cow-calf functionality has been maintained, with a small increase in weaning rate and a small decrease in calving ease.

***Hereford/Poll Hereford - Supermarket***

<b>Trait</b>	<b>1985</b>	<b>1990</b>	<b>1995</b>	<b>2000</b>	<b>2005</b>
Sale liveweight (kg)	0	2.7	9.7	18.9	30.7
Dressing %	0	-.011	-.029	-.061	-.091
Carcase meat %	0	-.037	.007	.027	.104
Fat depth (mm)	0	.005	-.054	-.112	-.177
Cow weaning rate (%)	0	-.055	-.236	.066	.463
Marbling score	not applicable				
Cow survival rate (%)	0	-.015	-.062	-.127	-.198
Cow liveweight (kg)	0	2.5	9.4	18.0	28.9
Calving ease (%)	0	-.338	-.95	-1.347	-1.708

**Notes:**

- dressing % and carcass meat % changes too small to model
- change in fat depth not large enough to cause change in premiums or discounts
- increase of around 0.5% in weaning rate (in recent years) likely too small to consider
- cow survival rate change too small to model in budgets; also this change, more than any other, reflects assumptions rather than evidence
- decrease in calving ease of up to 1.7% (in recent years; reflects direct and maternal combined) may be able to be included
- sale liveweight and cow liveweight changes both need to be included in budgets

**Summary:** Hereford/Poll Hereford addressing pasture-based, self-replacing Supermarket production have improved profitability through increasing growth essentially without affecting carcass characters. Cow herd functionality has simultaneously been maintained (small increase in weaning rate and a small decrease in calving ease).

***Hereford/Poll Hereford – Short fed***

<b>Trait</b>	<b>1985</b>	<b>1990</b>	<b>1995</b>	<b>2000</b>	<b>2005</b>
Sale liveweight (kg)	0	2.7	9.8	19.2	31.3
Dressing %	0	-.008	-.025	-.05	-.067
Carcass meat %	0	-.038	.005	.024	.097
Fat depth (mm)	0	.009	-.047	-.095	-.142
Cow weaning rate (%)	0	-.054	-.235	.067	.464
Marbling score	0	.001	-.018	-.034	-.055
Cow survival rate (%)	0	-.015	-.062	-.127	-.197
Cow liveweight (kg)	0	2.5	9.4	18.0	29.0
Calving ease (%)	0	-.338	-.95	-1.347	-1.708

***Limousin Terminal Export***

<b>Trait</b>	<b>1985</b>	<b>1990</b>	<b>1995</b>	<b>2000</b>	<b>2005</b>
Sale liveweight (kg)	0	1.2	6.5	10.7	21.1
Dressing %	0	0	-.009	-.014	-.026
Carcase meat %	0	.003	.009	.017	.085
Fat depth (mm)	0	-.005	-.029	-.034	-.063
Cow weaning rate (%)	not applicable				
Marbling score	not applicable				
Cow survival rate (%)	not applicable				
Cow liveweight (kg)	not applicable				
Calving ease (%)	0	-.337	-.718	-.914	-1.077

**Notes:**

- carcass changes too small to be an issue
- decrease in calving ease of up to 1% (reflects calving ease direct) may be able to be included
- sale liveweight change needs to be included

**Summary:** Limousin, used in a terminal capacity to address pasture-finished steer production, have improved profitability through increasing growth essentially without affecting carcass or fertility measures.

***Brahman Jap Ox***

<b>Trait</b>	<b>1985</b>	<b>1990</b>	<b>1995</b>	<b>2000</b>	<b>2005</b>
Sale liveweight (kg)	0	10.4	14.6	23.3	(32.8)
Dressing %	0	-.015	-.02	-.02	(-.02)
Carcass meat %	0	.072	.044	.028	(.012)
Fat depth (mm)	0	-.063	-.048	0	(.048)
Cow weaning rate (%)	0	-.577	-.525	-.524	(-.523)
Marbling score	not applicable				
Cow survival rate (%)	0	-.042	.01	-.008	(-.026)
Cow liveweight (kg)	0	5.5	6.9	12.4	(17.9)
Calving ease (%)	not applicable				

## Appendix 4. Improved Pasture Assumptions and Costs

### Beef Enterprise Costs

*Pasture Variable Costs – key assumptions*

**Rainfall:** Medium - High rainfall zone (> 625mm Annual Average Rainfall)

**Species:** Improved grasses (eg. phalaris, fescue, rye, cocksfoot) + legumes (sub/white clover)

**Pasture lifespan:** 5 years

**Pasture input costs:** Establishment = \$250/ha, maintenance = \$50 per year (x 4 years)  
= **\$90/ha/yr**

**Pasture production:** 12,000 kg DM/ha/yr

**Grazing utilisation:** 50%

**Available DM:** 6,000 kg DM/ha/yr

**Ruminant livestock requirements:** 500 kg DM/DSE/yr

**Estimated annual carrying capacity:**  $\frac{6,000 \text{ kg DM/ha/yr}}{500 \text{ kg DM/DSE/yr}} = 12 \text{ DSE/ha}$

### *Costing method 1*

Annual Cost / Pasture DM Production =  $\frac{\$90/\text{ha/yr}}{6,000 \text{ kg DM/ha/yr}} = \$15/1000\text{kg DM}$

Annual Cost / DSE =  $\frac{\$90/\text{ha/yr}}{12 \text{ DSE/ha/yr}} = \$7.50/\text{DSE}$

### *Comments:*

*Current industry benchmark figures for beef cost of production and pasture production related to the Southern Tablelands and Central West are in the range of 60-70c/kg liveweight turn-off for yearling steer production on country rated as 7 dse/ha average. Estimates for 2001 have increased slightly to 77-87 c/kg cost of production.*

**Costing Method 2** – base assumptions same – 3 stocking rates

Pasture input costs: \$90/ha/yr

Carrying capacity: **12 DSE = \$90/12 = \$7.50/DSE**

**10 DSE = \$90/10 = \$9.00 /DSE**

**7 DSE = \$90/7 = \$12.86/DSE**

**Costing Method 3** – base assumptions same – area of production varies

Pasture input costs: \$90/ha/yr

DSE Demand 100 cows: 1600/yr

1600 DSE/12 DSE/ha = 133 Ha

1600 DSE/10 DSE/ha = 160 Ha

1600 DSE/7 DSE/ha = 213 Ha

**Cost: 133 ha x \$90/ha = \$11,970**

**160 ha x \$90/ha = \$14,400**

**213 ha x \$90/ha = \$19,170**

### ***Acknowledgments.***

*Michael Beer, Alan Bell, Ian Collett, Hugh Allen (Tamworth), Greg Meaker (Goulburn), Jeff House (Forbes).*

## Appendix 5. Estimated Weights of Animals for Budgets

### Genetic-related parameters included in the budgets

Liveweight to carcass (dressed) weight conversions used in this analysis were 55% for males and 53% for females.

<i>Angus supermarket</i>			
<b>2000 base figures</b>	<b>Liveweight</b>	<b>LW Gain</b>	<b>Carcass weight</b>
Steers @ 18 months	420		231
Heifers @ 18 months	360		191
Cows (incl cull/cfa)	480		254
<i>Steers/heifers</i>			
1985	398/338		219/179
1990	402/342	+ 4 kg	221/181
1995	410/350	+ 8 kg	226/186
2000	420/360	+ 10 kg	231/191
2005	435/375	+ 15 kg	239/199
<i>Cows</i>			
1985	457		242
1990	461	+ 4 kg	244
1995	470	+ 9 kg	249
2000	480	+ 10 kg	254
2005	493	+ 13 kg	261

<i>Angus B3</i>			
<b>2000 base figures</b>	<b>Liveweight</b>	<b>LW Gain</b>	<b>Carcass weight</b>
Steers @ 18 months	420		231
Heifers @ 18 months	360		191
Cows (incl cull/cfa)	480		254
<b><i>Steers/heifers to yearling</i></b>	<b>50% of weight gains assumed in this period</b>		
1985	406/346		223/183
1990	408/348	+ 2 kg	224/184
1995	413/353	+ 5 kg	227/187
2000	420/360	+ 7 kg	231/191
2005	430/370	+ 10 kg	237/196
<b><i>Steers after feeding (220d)</i></b>	<b>50% of weight gains assumed in this period</b>		
1985	636		350
1990	638	+ 2 kg	351
1995	643	+ 5 kg	354
2000	650	+ 7 kg	358
2005	660	+ 10 kg	363
<b><i>Cows</i></b>			
1985	457		242
1990	461	+ 4 kg	244
1995	470	+ 9 kg	249
2000	480	+ 10 kg	254
2005	494	+ 14 kg	262

<i>Hereford/Poll Hereford supermarket</i>			
<b>2000 base figures</b>	<b>Liveweight</b>	<b>LW Gain</b>	<b>Carcass weight</b>
Steers @ 18 months	475		261
Heifers @ 18 months	415		220
Cows (incl cull/cfa)	500		265
<i>Steers/heifers</i>			
1985	456/396		251/210
1990	459/399	+ 3 kg	252/211
1995	466/406	+ 7 kg	256/215
2000	475/415	+ 9 kg	261/220
2005	487/427	+ 12 kg	268/226
<i>Cows</i>			
1985	482		255
1990	485	+ 3 kg	257
1995	492	+ 7 kg	261
2000	500	+ 8 kg	265
2005	511	+ 11 kg	271

<i>Hereford/Poll Hereford Short-Fed Exports</i>			
<b>2000 base figures</b>	<b>Liveweight</b>	<b>LW Gain</b>	<b>Carcass weight</b>
Steers @ 18 months	475		261
Heifers @ 18 months	415		220
Cows (incl cull/cfa)	500		265
<b><i>Steers/heifers to yearling</i></b>	<b>66% of weight gains assumed in this period</b>		
1985	462/402		154/213
1990	464/404	+ 2 kg	255/214
1995	469/409	+ 5 kg	258/217
2000	475/415	+ 6 kg	261/220
2005	482/422	+ 7 kg	265/224
<b><i>Steers after feeding (150d)</i></b>	<b>33% of weight gains assumed in this period</b>		
1985	635		349
1990	636	+ 1 kg	350
1995	638	+ 2 kg	351
2000	640	+ 2 kg	352
2005	644	+ 4 kg	354
<b><i>Cows</i></b>			
1985	482		255
1990	485	+ 3 kg	257
1995	492	+ 7 kg	261
2000	500	+ 8 kg	265
2005	511	+ 11 kg	271

<i>Limousin Terminal Export</i>			
<b>2000 base figures</b>	<b>Liveweight</b>	<b>LW Gain</b>	<b>Carcass weight</b>
Steers @ 25 months	575		316
Heifers sold as weaners	260		138
Cows (incl cull/cfa)	500		265
<b><i>Steers</i></b>			
1985	564		310
1990	565	+ 1 kg	311
1995	571	+ 6 kg	314
2000	575	+ 4 kg	316
2005	585	+ 10 kg	322
<b><i>Cows</i></b>	<b><i>No genetic change in female weights</i></b>		
1985	480		254
1990	480		254
1995	480		254
2000	480		254
2005	480		254

<b><i>Brahman Jap Ox</i></b>			
<b>2000 base figures</b>	<b>Liveweight</b>	<b>LW Gain</b>	<b>Carcass weight</b>
Steers @ 18 months	475		261
Heifers @ 18 months	340		180
Cows (incl cull/cfa)	450		239
<b><i>Heifers to yearling</i></b>	<b>35% of weight gains assumed in this period</b>		
1985	332		176
1990	336	+ 4 kg	178
1995	338	+ 2 kg	179
2000	340	+ 2 kg	180
2005	344	+ 4 kg	182
<b><i>Steers after feeding (36m)</i></b>			
1985	627		345
1990	637	+ 10 kg	350
1995	642	+ 5 kg	353
2000	650	+ 8 kg	358
2005	660	+ 10 kg	363
<b>Cows</b>	<b><i>No change in cow weights</i></b>		
1985	450		239
1990	450		239
1995	450		239
2000	450		239
2005	450		239

<i>Temperate crossbreeding – medium nutrition</i>		
	<b>Hereford cows</b>	<b>Brahman x Hereford cows</b>
Cow numbers	100	100
Calf branding rate	85	86
Adult death rate	1.5	0.4
Cow culling rate	4	1.5
Bull rate	3	3
Age first joining (calve)	2 (3)	2 (3)
Age cows cfa	10	13
<b>Weights</b>		
- steer weaners	210	245
- heifer weaners	187	233
- cull and cfa cows	434	512
<b>Numbers sold</b>		
- steer weaners	43	43
- heifer weaners	25	43
- cull cows	4	2
- cfa cows	12	12

## Appendix 6. Example of GM budgets

Enterprise		Angus supermarket with genetic improvement 2005		
Enterprise Unit:		100 cows		
Pasture:		Improved		
INCOME:				Standard Budget
43	steer yearlings 15-20 mths @	\$825 /hd	\$35,456	
0	steer yearlings 20 mths @	\$794 /hd	\$0	
25	heifer yearlings 15-20 mths @	\$667 /hd	\$16,666	
0	heifer yearlings 20 mths @	\$689 /hd	\$0	
1	CFA Bull @	\$1,395 /hd	\$1,395	
5	CFA cows @	\$796 /hd	\$3,980	
2	Dry cows @	\$796 /hd	\$1,592	
4	Other culls @	\$796 /hd	\$3,184	
80				
<b>A. Total Income:</b>				<b>\$62,273</b>
<b>VARIABLE COSTS:</b>				
Replacements	1 Bull @	\$4,000 /hd	\$4,000	
Livestock and vet costs: see section titled beef health costs for details.			\$1,212	
Ear tags @	\$2.00		\$40	
Fodder crops			\$0	
Hay & Grain or silage			\$0	
Pasture maintenance ( 138 ha improved @\$90/1654 dse@\$7.50 per dse)			\$12,405	
Livestock selling cost (see assumptions on next page)			\$3,348	
<b>B. Total Variable Costs:</b>				<b>\$21,005</b>
		GM including pasture cost	GM excluding pasture cost	
<b>GROSS MARGIN (A-B)</b>		<b>\$41,268</b>	<b>\$53,673</b>	
<b>GROSS MARGIN/COW</b>		<b>\$412.68</b>	<b>\$536.73</b>	
<b>GROSS MARGIN/DSE*</b>		<b>\$25.09</b>	<b>\$32.63</b>	
<b>GROSS MARGIN/HA</b>		<b>\$124.68</b>	<b>\$162.15</b>	
<b>WEIGHT SOLD (kg dressed)</b>		<b>18123</b>		
<b>VARIABLE COSTS/KG DW</b>		<b>\$1.16</b>		

Assumptions	Angus supermarket with genetic improvement
Enterprise unit is 100 cows weighing on average 493 kg	
<b>Weaning rate: 86%</b>	
<b>Sales</b>	
100% steers sold at 15-20 months	239 kg @345c/kg dressed weight
100% sale heifers sold at 15-20 months	199 kg @335c/kg "
18 heifers retained for replacement.	
Cull cows cast for age at 10 years	261 kg @305c/kg dressed weight
100% of preg tested empty cows culled	" " "
4% cows culled for other reasons	" " "
Bulls run at 3% & sold after 4 years use	450 kg @310c/kg "
Selling costs include:	Commission 3.5% yard dues \$3.00 MLA levy \$3.50/hd, average freight cost to saleyards \$8.00, tail tags \$0.11 c ea.
Cows: age at first calf : 24 months	
Mortality rate of adult stock: 2%	
The average feed requirement of a cow + followers is rated at 16.54 DSEs. This is an average figure and will vary during the year.	
<b>Marketing Information:</b>	
Most of these steers will suit the supermarket, the wholesale trade or the hotel and restaurant trade. The later maturing heavier end of the steers should suit lotfeeding (Japanese grain fed starting at 400 kg live weight).	
Heifers suited as breeding stock, local trade or plainer types to Korean quarter beef market. Local trade pasture fed cattle sell into a fluctuating price market dependent upon season, supply and competition from grain fed products.	
If cull cow weights drop below 220kg dressed, then the per kilogram prices paid will fall to US manufacturing prices.	
Saleyard costs have been included in this budget, however, some producers will choose to sell direct for example, those that choose the MSA option.	
<b>Production Information:</b>	
Covers a wide area of inland NSW, particularly in Northern areas.	
<b>Note that herd structure table assumes a high culling rate in early years due to the culling of cows post weaning</b>	

DSE stands for dry sheep equivalent.

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