



OFARM Pricing Goals include:

1. The full recovery of all actual production inputs including those unique to the production, handling, and marketing of organic livestock.
2. A return to labor and management that provides family income at levels that allow for the full involvement and adequate compensation of all members of this partnership in the operation of an organic production unit. This compensation must extend to the education, training and transition to a future generation of organic farmers.
3. Return to investment that provides for the acquisition and ownership of the land and related infrastructure required for organic food production.
4. Income enhancement to provide for support for the social and economic viability of the community.
5. Organic premium for production of healthy, wholesome food in an environmentally responsible manner.

Note: Industry-wide, cattle are bought & sold live on a per hundred weight basis

Livestock Target Prices

Species and Weight #	Historical Prices 2005-2011	February 2012 (Target Prices)	Producer Sustainable Prices
Grass fed beef (*1) 1000-1200	\$135-175 cwt LW	\$155 -175 cwt LW	\$185-195 cwt LW
Grain fed beef 1150-1300 62.5% yield	\$122-168 cwt LW \$197- \$270 cwt HW	\$180-190 cwt LW \$290-305 cwt HW	\$175 - 180 cwt LW \$282-\$290 cwt HW
Feeders 500	\$146-210 cwt LW	\$175-215 cwt LW	\$185-195 cwt LW
Feeders 700	\$135-155 cwt LW	\$180-195 cwt LW	\$185-195 cwt LW
Market hogs 250-260, 72.5% yield	\$91-102 cwt LW \$117-\$124 cwt HW	\$91-102 cwt LW \$125-140 cwt HW	\$109-\$112 cwt LW \$150 - 155 HW
Lambs	To be added	To be added	
Dairy culls 1200-1400 on up 50% yield		\$50-55 cwt LW \$110-115 cwt HW	\$70-75 cwt LW \$145-150 cwt HW
Beef culls 1050-1250 on up, 52% yield	\$40-85 cwt LW	\$80-90 cwt LW	\$95-110 cwt LW
Dairy Steers 1050-1300 57% yield		\$80-95 cwt LW \$140-165 cwt HW	\$95 - \$100 cwt LW \$165-170 cwt HW

LW=Live weight, HW=Hot weight

(1) Grass-fed beef requires 100% beef genetics, a goal to finish at 20-24 months and assumes no difference between steers and heifers and fed zero coarse grain. Animals above 1350# are discouraged. Assumes deliverable load lots to the nearest certified scale, zero shrink.