

Attachment B
COVID-19 Economic Impact on U.S. Farm-Direct Bison Producer/Marketers

Survey No.	State	What Percentage of Your 2019 Income Came from the Following Sources	How do you project your revenue to compare in 2020?	Describe the impact from COVID-19	General Comments
1	OH	Live Animal Sales 100%	Live Animal Sales Steady		
2	UT	Hunts 100%	Hunts Down>50%	Real slow down. Some fear of exposure to COVID 19. Some slowdown because of economy	Real slowdown in traffic and inquiries
3	MN	Farmers' Markets 20% On Farm Store 50% Retail Stores 20% Live Animal Sales 10%	Farmers' Markets Down 20%-49% On Farm Store Down 10%-19% Retail Stores Down 5%-9% Live Animal Sales Down 20%-49%	Farmers' Markets cancelled On Farm Store Slow sales Restaurants/Foodservice No orders because they are closed Live Animal Sales Low prices	Customers are staying at home more
4	TX	Farmers' Markets 10% On Farm Store 10% Live Animal Sales 80%	Farmers' Markets Down 20%-49% On Farm Store Down 20%-49% Live Animal Sales Down 20%-49%	Live Animal Sales the price of calves is down 36%	Inputs are higher and calf prices are lower
5	OK	Not included because of % of all categories exceeds 100%			
6	TN	Restaurants/Foodservice 10% Retail Stores 80% Live Animal Sales 10%	On Farm Store Down 10%-19% Retail Stores Down 10%-19% Live Animal Sales Down 20%-49%	On Farm Store Not able to get animals processed	Cannot get animals processed anywhere. Could sell product, just am unable to get it.
7	CO				

On Farm Store 10%
On-Line/Mail Order Sales 50%

On Farm Store Steady
On-Line/Mail Order Sales Up>50%

On-Line/Mail Order Sales New growing segment
Restaurants/Foodservice Lost 80% of business in one week.

It almost put me out of business. I was a restaurant only supplier prior covid-19.

Restaurants/Foodservice 40%

Restaurants/Foodservice Down>50%

8 AR

Farmers' Markets 30%

Farmers' Markets Steady

Farmers' Markets Less traffic = less sales
Restaurants/Foodservice All reserved order cancelled. Processed animals specifically for restaurants,

The major impact is a freezer full of meat that was reserved for restaurants that they are not being fulfilled leaving us to spend a great deal of effort to sell this meat often below our cost to produce

On Farm Store 40%
Restaurants/Foodservice 30%

On Farm Store Down 5%-9%
Restaurants/Foodservice Down>50%

9 ND

Hunts 10%

Farmers' Markets Down 10%-19%

Hunts Down 10%-19%

Hunts Can't get processing done in a timely manner. Everyone is booked a year out
Live Animal Sales Price dropping because too much supply and not enough outlets to use products with Covid-19.

Less people traveling to Ranch. Not able to get meat processed and live animal prices falling due to concern of the virus. Prices have dropped over 10% in our area.

Live Animal Sales 90%

Live Animal Sales Down 10%-19%

10 TX

No. 10
On Farm Store 60%
On-Line/Mail Order Sales 40%

On Farm Store Down 10%-19%
On-Line/Mail Order Sales Down 10%-19%

On Farm Store Severe
On-Line/Mail Order Sales Severe

11 IL

Farmers' Markets 10%

Farmers' Markets 10%-19%
On Farm Store Up 20%-49%

Farmers' Markets Determined to be essential and participating. Sales higher than 2019 as public seeks meat.

On-Line/Mail Order Sales 10%

On-Line/Mail Order Sales 10%-19%

Agritourism (excluding hunts) Down>50%

On-Line/Mail Order Sales Sales are sporadic but our access to processing has been limited
Agritourism (excluding hunts) Unable to host tours or guests due to restrictions.
Other Access to processing drastically limited and has impacted available products for sales.

12 CO	On Farm Store 50% Live Animal Sales 50%	On Farm Store Steady Live Animal Sales Down 5%-9%	On Farm Store actually sales have picked up, my pricing is the same Live Animal Sales haven't sold any live yet	my direct sales have increased & prices steady. As of yet no live sales
13 MO	On Farm Store 10% Restaurants/Foodservice 20% Retail Stores 30% Live Animal Sales 40%	On Farm Store Steady Restaurants/Foodservice Down 20%-49% Retail Stores Steady Live Animal Sales Steady	Restaurants/Foodservice Stopped all orders due to being shut down	
14 MN	On Farm Store 30% Restaurants/Foodservice 30% Live Animal Sales 40%	On Farm Store Up 20%-49% Restaurants/Foodservice Down 20%-49% Live Animal Sales Down 20%-49%	On Farm Store New customers along with current increasing volume purchased. Restaurants/Foodservice All but hospital account ceased. Live Animal Sales Anticipating auction prices per animal will be lower than 2019.	Getting animals scheduled with local USDA plant due to the shutdown of large plants. Understandably they are assisting area large production hog farmers.
15 TX	Live Animal Sales 90% Other 10%	Live Animal Sales Down 20%-49% Other Down>50%	Live Animal Sales People are not spending money for live animals Other No calls for individual animal processing	Fear of the depressed economy and individual incomes have placed tremendous pressure on this market.
16 MN	Live Animal Sales 90%	Live Animal Sales Down>50%	Live Animal Sales can find no processor to buy my bison	calves are hard to sell and prices being offered are less than half of 2019 prices
17 MT	Not included because of % of all categories exceeds 100%		Farmers' Markets We are not participating in the Farmer's Market because of the virus exposure. On Farm Store Our sales are down even though we are advertising On-Line/Mail Order Sales no sales on line	We have a lot of bison that need to be sold and very little in the way of markets.

Restaurants/Foodservice We only have one restaurant selling burgers this year. Ususally we have 3, but the virus has impeded regular customers
 Retail Stores No retail stores this year
 Agritourism (excluding hunts) No paid tourism
 Hunts No hunts
 Food Truck We have a new, licensed food truck that we are not able to use this year.
 Live Animal Sales Live animal sales are down at least 50 percent. The breeding stock sales are just not happening because of the economy.

18 WV

Not included because of % of all categories exceeds 100%

Farmers' Markets Down 20%-49%
 On Farm Store Down 20%-49%
 On-Line/Mail Order Sales Up 5%-9%
 Restaurants/Foodservice Down>50%
 Agritourism (excluding hunts) Down 10%-19%

Farmers' Markets Markets were closed, lost 80% of income for three months
 On Farm Store Decreased due to decreased traffic
 On-Line/Mail Order Sales Increased
 Restaurants/Foodservice Decreased due to closure
 Agritourism (excluding hunts) Decreased due to limited events

We had to revamp our online presence, which has been helpful overall. However we will not regain our three months of lost income this year.

19 OH

On Farm Store 50%
 Restaurants/Foodservice 10%
 Retail Stores 30%
 Agritourism (excluding hunts) 10%

On Farm Store Steady
 Restaurants/Foodservice Down>50%
 Retail Stores Up>50%
 Agritourism (excluding hunts) Down>50%

On Farm Store Increased visits to farm and store
 Restaurants/Foodservice Restaurant customer closed
 Retail Stores Increased
 Agritourism (excluding hunts) Still working out social distancing

VERY difficult to get processing appointment. Our processor is making appointments for March 2021. I have several animals to be harvested this year so we are on the wait list.

20 SD

Farmers' Markets 20%
 Hunts 20%
 Live Animal Sales 60%

Farmers' Markets Down>50%
 Agritourism (excluding hunts) Down>50%
 Live Animal Sales Down>50%

Farmers' Markets people not coming out ,money is tight
 Hunts same
 Live Animal Sales all feedlots are scared to invest not knowing the future

21 MT	Not included because of % of all categories exceeds 100%	Hunts Down>50% Live Animal Sales Down 20%-49%	Hunts none Live Animal Sales unknown	
22 IL	Farmers' Markets 80% Retail Stores 20%	Farmers' Markets Down>50% Retail Stores Down>50%	Farmers' Markets Sales above expectation Retail Stores Sales above expectations Other Processing is backed up and can't get market ready animals processed	50% of market ready animals can't be processed until spring 2021. No available openings in facilities that can take bison.
23 IN	Farmers' Markets 10% On Farm Store 10%	Farmers' Markets Steady On Farm Store Up 5%-9%	Farmers' Markets Decreased attendance from customers On Farm Store More interest from the public On-Line/Mail Order Sales Temporary increase in sales that has fallen off Restaurants/Foodservice Barely starting to re-order after no order for months Retail Stores Initial drop-off, but steady climb back to "normal" Food Truck All events have been cancelled	Scheduling process dates has become a significant issue. Once our current stock of meat dwindles, we're concerned about our ability to restock and keep providing for our accounts because of the lack of processing dates and options available in our area.
	Restaurants/Foodservice 50%	Restaurants/Foodservice Down 20%-49%		
	Retail Stores 10% Food Truck 20%	Retail Stores Steady Food Truck Down>50%		
24 TX	Hunts 10%	Hunts Down>50%	Other We have been unable to secure any processing dates because our meat processor is not accepting animals to kill. Our sales are 90% direct-farm-to-customer.	Our operation is 100% shut down and holding past prime animals as our meat processor is only accepting a minimal number of animals to kill. Our bison are 100% range raised, all natural, humanly treated animals, which requires special steps be taken at the processing plant. We have no time frame for when we can get any animals processed to sell.
	Other 90%	Other Down>50%		
25 CA	Live Animal Sales 100%	Live Animal Sales Down 20%-49%	Live Animal Sales Price is tied to carcass value	
26 SD	Hunts 20% Live Animal Sales 80%	Farmers' Markets Down>50% Agritourism (excluding hunts) Down>50% Hunts Down>50% Live Animal Sales Down>50%	Hunts Down 100 percent Live Animal Sales Down 50 percent	Packer Monopoly

27 KS	On Farm Store 20% Restaurants/Foodservice 10% Live Animal Sales 20%	On Farm Store Down 10%-19% Food Truck Down 10%-19% Live Animal Sales Down 10%-19%	On Farm Store Reduced traffic	
28 MN	Hunts 10% Live Animal Sales 90%	Live Animal Sales Down 20%-49%	Live Animal Sales Price is half what it has been in the past.	Have a hard time selling animals at the current price.
29 SD	Live Animal Sales 100%	Live Animal Sales Down 10%-19%	Live Animal Sales A lot softer due to economic conditions	
30 KY	No. 30 Not included because of % of all categories exceeds 100%	Farmers' Markets Down>50% On Farm Store Down>50% Retail Stores Down>50% Agritourism (excluding hunts) Down>50% Live Animal Sales Down>50%	Farmers' Markets Was completely closed for 5 months On Farm Store Completely closed due to meat processors closed and schedules backed up until 2021 Agritourism (excluding hunts) Closed completely due to crowd gathering Live Animal Sales Out of state travel restrictions cancelled sales and market of bison has fallen	In Kentucky under Gov Brashear lockdown and guidelines it has closed our business Completely as well as Memphis Meats processing schedule of Bison has been pushed back until March of 2021 in results has cancelled all meat from November 2019 to current date
31 ND	On-Line/Mail Order Sales 50% Hunts 30%	On-Line/Mail Order Sales Down 5%-9% Hunts Down>50%	On-Line/Mail Order Sales Because Bison meat is higher priced, consumers tilted towards cheaper meats during the pandemic. Leaving me at a huge loss for meat sales Hunts The pandemic affected a lot of people's incomes, and they are less likely to book a pleasure hunt. Leaving me at an extreme drop in hunts booked	I can honestly say this has affected my business greater than 5%. I'd say it's closer to 20%.

	Live Animal Sales 20%	Live Animal Sales Down 10%-19%	Live Animal Sales All producers are feeling the pressure, so they aren't wanting to spend money to buy live animals with no outlet for them to go. Feedlots are full, thus leaving the ranchers sitting with animals that need to go somewhere and nobody to take them.	
32 OK	On-Line/Mail Order Sales 20% Other 80%	Retail Stores Steady Other Down 20%-49%	Other Advertisement of videos has been affected	
33 MO			Market opened back up to booth operation first of June. It stayed operational throughout the whole pandemic using drive thru method. I chose to stay home to keep family healthy.	
	Farmers' Markets 70% On Farm Store 10% On-Line/Mail Order Sales 10% Restaurants/Foodservice 10%	Farmers' Markets Down 20%-49% Restaurants/Foodservice Down 20%-49%	First year of online sales, minimal data to compare.	
34 CO	Not included because of % of all categories exceeds 100%	Farmers' Markets Down>50% Restaurants/Foodservice Down>50% Retail Stores Down>50% Food Truck Down>50% Live Animal Sales Down>50%	Farmers' Markets Late start, consumers at the market down On-Line/Mail Order Sales Down Restaurants/Foodservice No product to sell, processors booked through 2021 Retail Stores No product to sell, processors booked through 2021 Agritourism (excluding hunts) Zero Food Truck Zero Live Animal Sales Loss on yearling heifers sold	Lack of USDA processors, for the smaller ranches.....no meat to sell, because we cannot get animals in ANYWHERE
35 ID	Farmers' Markets 40% On Farm Store 40%	Farmers' Markets Down>50% On Farm Store Down>50%	Farmers' Markets Markets were canceled early, and now they just opened and have less attendance On Farm Store Less money spent, customers are buying less	Less sales, and more challenging to get animals butchered

	Restaurants/Foodservice 20%	Restaurants/Foodservice Down>50%	Restaurants/Foodservice Local restaurants were closed for 3 months, and are very slow to recover Live Animal Sales The price of live animals has crashed, we switched all to meat sales	
36 TX	Farmers' Markets 10% On Farm Store 80% On-Line/Mail Order Sales 10%	Farmers' Markets Steady On Farm Store Up 5%-9% On-Line/Mail Order Sales Steady	Farmers' Markets Closed markets On Farm Store More customer just showing up On-Line/Mail Order Sales Strady	Having to educate potential customers about the biological lag of bison and help them understand realistic expectations regarding yield and time availability
37 PA	Farmers' Markets 60% On Farm Store 40%	Farmers' Markets Down>50% On Farm Store 10%-19%	 On Farm Store High costs, extra employees required to precautions Our Butcher is very behind schedule due to covid	
38 NE	Not included because of % of all categories exceeds 100%			
39 MN	On Farm Store 10% Live Animal Sales 90%	On Farm Store Down 20%-49% Live Animal Sales Down 20%-49%	On Farm Store No direct travel has hurt sales. Live Animal Sales The price drop has been dramatic due to uncertainty from buyers.	It has backlogged animal sales going to the processor so I have to feed them longer with no idea when they can get processed.
40 WY	Hunts 60% Other 40%	Hunts Steady Other Steady	Hunts None Other None	We are having difficulty with the availability and service of our animal processor due to COVID-19
41 SD			Restaurants/Foodservice I can only open part time due to lack of help.	I live in a tourist area and people are visiting which is wonderful. Unfortunately, I can only open my restaurant for breakfast and lunch because I can't get any help in my area. I'm losing income not being open for supper. Everyone in our area is having the same problems.
42 AL	Not included because of % of all categories exceeds 100%			
		Farmers' Markets Down 10%-19%	Farmers' Markets inability to generate revenue due to closure of Farmer's Markets	

On Farm Store Steady
 On-Line/Mail Order Sales Steady
 Restaurants/Foodservice Steady
 Retail Stores Steady

Agritourism (excluding hunts) Down 20%-49%
 Hunts Steady
 Food Truck Steady
 Live Animal Sales Down 10%-19%

On Farm Store n/a
 On-Line/Mail Order Sales so far a slight drop
 Restaurants/Foodservice n/a
 Retail Stores n/a
 Agritourism (excluding hunts) due to social distancing
 agritourism has significantly dropped.

Food Truck n/a
 Live Animal Sales unknown at this time

43 MN

On Farm Store 10%
 On-Line/Mail Order Sales 20%
 Restaurants/Foodservice 70%

Farmers' Markets Up 20%-49%
 On Farm Store Steady
 On-Line/Mail Order Sales Steady
 Restaurants/Foodservice Down>50%

Farmers' Markets Difficulty establishing new relationships
 On Farm Store Not personable
 On-Line/Mail Order Sales Inconsistent
 Restaurants/Foodservice Unreliable

Covid is making any new relationships difficult to form. Sales to individuals have increased, but long term customer loyalty is questionable.

44 MO

Farmers' Markets 50%
 Restaurants/Foodservice 10%
 Retail Stores 10%
 Live Animal Sales 30%

Farmers' Markets Down 20%-49%
 Restaurants/Foodservice Down 20%-49%
 Retail Stores Down 10%-19%
 Live Animal Sales Down 20%-49%

Farmers' Markets Closure
 Restaurants/Foodservice Closures
 Live Animal Sales Auctions cancelled - market price down

45 MN

Live Animal Sales 100%

Live Animal Sales Down>50%

Live Animal Sales Calf buyers are gone, slaughter animal markets gone, feed and hay prices getting higher and will get much worse after cattle producers get stimulus funds, our bison require the same amount of feed as cattle

Total meltdown, our only hope was some help to buy feed for animals until things stabilized, this bison exempt stimulus is unconscionable.

46 SD

Not included because of % of all categories exceeds 100%

Live Animal Sales Down>50%
 Other Down>50%

Live Animal Sales income
 Other income

high wind damage buildings fences destroyed trees all under water and still is. high taxes equipment parts and supplies.

47 IA

On-Line/Mail Order Sales 50%

On-Line/Mail Order Sales Down>50%

On-Line/Mail Order Sales lockers booked up. 16 butchered compared to 36.

We have been raising bison since 1976. 300-500 bison. We depend on live animal and meat sales to private individuals. In years where live animal sales are not made we scale bulk

in years where live animal sales are not made we sale bulk order quarters of meat to private individuals/ families. This year we were going to butcher 36 adult bison. Fortunately we had 12 booked before coronavirus hit. It seems like every farmer with pigs or sheep had many many requests from their urban relatives and close friends wanting bulk amounts of meat to stock up on. Thus our locker, normally shutting down in May/June because of low demand then, booked solid. And very quick!! The locker called us to inform what was happening. They left a message saying they were now booked up until end of Sept. I got back the next day and they said they ended up saving a spot for four bison the end of Oct. They were now booked until Jan. And this is a high tech locker that just this March expanded from a 8-9 beef... and 20 hogs per week... now tripled in butchering capacity. Thus they were taking on lots of new customers. To put it succinctly, we now are limited to less than half our normal amount of meat to sale. For 36 animals at the normal \$3,000 per animal revenue, equaling \$108,000, are income from meat sales ..for the year is \$48,000. We were able to take care of the preorder customers, those putting half down 4-6 months ahead of butchering, with the 12 already butchered. But I have to tell our other long time customers I have only 4

Other 50%	Live Animal Sales Down 20%-49%	Live Animal Sales 1 customer 10 animals (\$30,000) wants to wait for virus	
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48 OK

Live Animal Sales Down 20%-49%	Live Animal Sales Volume and price down 20/30%	Ranch visitors down 60/70%	
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49 MN

Live Animal Sales 100%	Live Animal Sales Down 10%-19%	Live Animal Sales i've been unable to get any animal processed since the first of March,so my sales have dropped to 0	Its been more difficult to buy feed and getting parts and repairs done
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