

U.S. LAMB GROWERS / FEEDERS QUESTIONNAIRE

In support of Lamb Meat, Inv. No. TA-201-80 (USITC Global Safeguard Investigation)

Please complete this questionnaire and return it by Friday, August 28, 2026, to Brad Hudgens by email to bhudgens@georgetowneconomics.com. If you have any questions about any part of this survey, please contact Brad Hudgens at 202-945-6691. Questions about the form (not your data) may also be directed to counsel for Protect American Lamb.

How your information is protected: your individual responses are business confidential. They go only to the administering economists (Georgetown Economic Services) and will be provided to the U.S. International Trade Commission only under applicable confidentiality protections. Only industry-wide totals will ever be public. Your numbers are never shared with other producers, packers, or association staff.

LEGEND: Yellow cells = please fill in. Orange cells = calculated automatically — do not type in them. If exact figures are not available from your records, carefully prepared estimates are acceptable — add “E” in the Notes column or after the number (e.g., 1,250 E). Report head counts as whole numbers (e.g., 1,250) and dollars in actual dollars (e.g., 185,000).

CONTACT AND OPERATION PROFILE

Name of company/ operation	
Address	
City, State, Zip Code	
State(s) where you run sheep	
County of principal operation	
Name of survey contact	
Phone	
E-mail address	

Type of operation (enter X for all that apply):

Producer / grower (ewe and lamb operation)	
Feeder (feedlot operation)	

Operation character (enter X for one):

Range / pasture	
Farm flock	
Mixed	

Approximate share of total operation revenue from sheep and lambs (enter one: <25%, 25–50%, 50–75%, >75%)	
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Does your operation raise lambs under an exclusive/dedicated supply arrangement with a packer or breaker? (Yes/No; if Yes, name the firm)	
Does your operation sell LAMB MEAT from its own lambs — through its own slaughter facility, or through custom/contract processing where you keep ownership of the lambs and the meat? (Yes/No; if Yes, approximate head per year)	
If Yes above: your operation may also be covered by the Commission's own producers' questionnaire — please contact counsel for Protect American Lamb before completing the financial section.	

SECTION 1 — INVENTORY AND PRODUCTION (number of head)						
Item	2021	2022	2023	2024	2025	Jan–Jun 2026
Breeding ewes (January 1 inventory)						
Lambs marketed (sold)						
Lambs retained for breeding						
Ewes culled or sold (total)						
of which: culled beyond normal replacement (herd reduction)						
If your breeding flock declined, main reasons (enter X for all that apply):						
Low or falling lamb prices						
Drought / forage conditions						
Predation						
Labor availability						
Feed costs						
Age / retirement						
Other (describe in Notes)						
Which single factor mattered most?						
Have you exited, partially exited, or seriously considered exiting sheep production since 2021? (No / Considered / Partially exited / Exited — briefly explain, with year)						

SECTION 2 — MARKETING AND PRICES

How do you principally sell your lambs? Enter approximate share of head (%) for each channel used:

Sold to a feeder	
Direct to packer	
Auction sale barn/ Online	
Direct / freezer / ethnic market	
Breeding stock	

Average price received (state unit: \$/cwt or \$/head). Mark estimates with “E.”

Item	2021	2022	2023	2024	2025	Jan–Jun 2026
Feeder lambs sold (\$/cwt or \$/head — state unit)						
Slaughter lambs sold (\$/cwt or \$/head — state unit)						
Cull ewes sold (\$/head)						

Is any portion of your lamb pricing set by formula or by reference to lamb meat prices (e.g., the cutout, a packer bid sheet, or a published price series)? (Yes/No — if Yes, describe briefly)	
Since January 1, 2021, has any buyer (feeder, packer, or sale barn) reduced a bid, price, or purchase volume and referenced imported lamb meat or import prices in doing so? (Yes/No — if Yes, give approximate date(s), buyer type, and what was said; do not name the buyer)	
In your experience, when the price of imported lamb meat falls, how quickly is the price you receive for live lambs affected? (Within weeks / Within a season / Within a year / Little or no effect / Don't know)	

SECTION 3 — FINANCIAL DATA (sheep/lamb enterprise only; actual dollars; consistent with Schedule F or farm records; reasonable allocations acceptable)

Item	2021	2022	2023	2024	2025	Jan–Jun 2026
U.S. sales quantity — lambs sold (head)						
U.S. sales value — lamb and sheep sales (\$)						
Average unit value per head sold (\$) [calculated]						
Revenue — wool (\$)						

Total lamb operation expenses (\$) (feed, vet, shearing, hired labor, of which: purchased feed (\$)						
of which: hired labor (\$)						
Other:						
Net income or (loss) before income taxes (\$) [calculated]						
Since 2021, have you been denied, or offered reduced, operating credit where the lender cited lamb market conditions? (Yes/No — briefly describe)						
Since 2021, have you postponed or cancelled investment in the sheep enterprise (genetics, fencing, water, facilities)? (Yes/No — approximate value \$)						

SECTION 4 — EMPLOYMENT (sheep/lamb enterprise)						
Item	2021	2022	2023	2024	2025	Jan–Jun 2026
Hired workers - including yourself (full-time equivalents)						

SECTION 5 — EFFECTS OF IMPORTS	
Since January 1, 2021, has your firm experienced any actual negative effects on its operations as a result of imports of lamb meat? (Yes/No) If NO, go to section 6	

If Yes — enter X for as many as appropriate, and describe in the space at right:

Lower prices received for lambs sold		
Reduction in sales due to packer closures / purchase reductions		
Reduction in the size of the breeding flock		
Inability to generate adequate capital to finance operations		
Cancellation, postponement, or rejection of expansion projects		
Reduction in the size of capital investments		
Return on investment negatively impacted		
Rejection of bank loans / lowering of credit rating		
Exit or partial exit from sheep production		

Reduction in land use for grazing (sold allotments or lost lease) Acres		
Other (describe)		

SECTION 6 — ALL FACTORS (answer candidly)

Rate the impact of each factor on your operation's profitability since 2021 — enter one of: None / Minor / Moderate / Severe

Imported lamb meat	
Drought or forage conditions	
Predation	
Feed costs	
Labor availability	
Fuel / freight	
Interest rates	
Processing access (distance / capacity)	
Other (name it)	

SECTION 7 — LOOKING FORWARD

If import competition were addressed by a quota or tariff for four years, what would your operation realistically do? Enter X for all that apply:

Retain more ewe lambs / rebuild flock		
Invest in facilities or genetics		
Hire additional labor		
No change		
Still likely to exit		
Other (briefly explain)		

NOTES (estimates marked “E,” explanations, anything else we should know)

CERTIFICATION

I certify that the information provided is complete and correct to the best of my knowledge and belief, based on the records of this operation. I understand this response will be used in connection with USITC Inv. No. TA-201-80; that firm-level information will be treated as business confidential, held by the administering economists, and submitted to the Commission only under applicable confidentiality protections; and I consent to reasonable follow-up to verify responses, including review of underlying records on request.

Signature (type full name)	
Printed name and title	
Date	