

**CENTRAL REGION
LARGE COW/CALF BUDGET**

BREED HERD SIZE 175 COW to BULL 20 CALF CROP PERCENT¹ 80%
CULL RATE 15% REPLACEMENT HEIFER'S KEPT 26.25

VALUE OF PRODUCTION

	QUANTITY	WEIGHT	PRICE ²	VALUE	VALUE PER COW	NEW VALUE
STEER CALVES	70	515	\$1.10	\$39,655	\$226.60	_____
HEIFER CALVES	44	495	\$1.05	\$22,739	\$129.94	_____
CULL COWS	26	900	\$0.48	\$11,340	\$64.80	_____
CULL BULLS	1	1200	\$0.59	\$708	\$4.05	_____
TOTAL	141			\$74,442	\$425.38	_____

VARIABLE COSTS

	UNITS	QUANTITY/PERCENT	PRICE	COST	VALUE PER COW	NEW VALUE
1. FEED COSTS						
HAY	TON	35.00	\$140	\$4,900	\$28.00	_____
STATE	AUY	20.0%	\$25.08	\$0	\$0.00	_____
FEDERAL LEASE	AUY	40.0%	\$16.20	\$2,835	\$16.20	_____
PRIVATE(Owned)	AUY	40.0%	\$0.00	\$0	\$0.00	_____
PRIVATE(Leased Grazing)	AUY	0.0%	\$96.00	\$16,800	\$96.00	_____
SALT & MINERAL	TON	6.00	\$230	\$1,380	\$7.89	_____
PROTEIN SUPP	TON	16.00	\$250	\$4,000	\$22.86	_____
OTHER		0.00	\$0	\$0	\$0.00	_____
TOTAL				\$29,915	\$170.94	_____

2. OTHER VARIABLE COSTS

	COST	VALUE PER COW	NEW VALUE
VET AND MEDICINE	\$2,100	\$12.00	_____
LIVESTOCK HAULING	\$705	\$4.03	_____
HIRED LABOR	\$0	\$0.00	_____
OPERATING COSTS-EQUIP & MACH	\$1,500	\$8.57	_____
OPERATING COSTS-VEHICLE	\$2,000	\$11.43	_____
RANCH MAINTENANCE	\$2,500	\$14.29	_____
BEEF CHECKOFF	\$114	\$0.65	_____
OTHER	\$3,500	\$20.00	_____
TOTAL	\$12,419	\$70.96	_____

3. INTEREST ON VARIABLE COSTS

SUM OF VARIABLE COSTS X MONTHS BORROWED			
X INTEREST RATE PER MONTH			
ANNUAL INTEREST RATE	6.5%		
NUMBER OF MONTHS BORROWED	6	VALUE PER COW	
		\$1.376	\$7.86
TOTAL		\$43,710	\$249.77
		\$30,732	\$175.61

OWNERSHIP COSTS

	Annual Capital Recovery ⁴ (At Replacement Valve):	Represents 65% Asset Ownership ⁵	VALUE PER COW	NEW VALUE
CASH COSTS				
Taxes & Insurance		\$8,074	\$46.14	_____
Overhead		\$2,100	\$12.00	_____
		\$10,174	\$58.14	_____
NON CASH COSTS				
Purchased Livestock		\$5,264	\$30.08	_____
Machinery & Equipment		\$8,074	\$46.14	_____
Housing & Improvements		\$8,991	\$51.38	_____
Interest on Retained Livestock ⁶		\$11,213	\$64.07	_____
Management & Operation Labor (6% of gross returns)		\$1,844	\$10.54	_____
		\$35,385	\$202.20	_____
TOTAL FIXED COSTS		\$45,559	\$260.34	_____
TOTAL CASH AND VARIABLE COSTS		\$53,884	\$307.91	_____
TOTAL COSTS		\$89,269	\$510.11	_____
RETURN ABOVE TOTAL CASH COSTS		\$20,558	\$117.48	_____
RETURN ABOVE TOTAL COSTS		(\$14,826)	(\$84.72)	_____

BREAKEYEN CALCULATIONS

	VARIABLE COSTS	TOTAL COSTS
REQUIRED AVG. CALF PRICES CASH COST (cwt)	\$61.82	\$76.21
REQUIRED AVG. CALF PRICES TOTAL COSTS(cwt)	\$61.82	\$126.26

1) Calf crop is defined as the actual number of calves sold divided, by the total number of cows (assuming all cows were exposed).

2) Prices represent 2004 price projections from Cattle Fax, Doanes reports for New Mexico feeder cattle cash prices

3) Market prices include commissions, brand inspections, beef council, yardage, feed, and insurance

4) Annual capital recovery is the method of calculating depreciation and interest recommended by the National Task Force on Commodity Costs and Returns Measurement Methods

5) The 35% reduction in asset values which represent a mix of new and used machinery.

6) Interest on average investment.

**CENTRAL MOUNTAIN REGION
LARGE RANCH INVESTMENTS**

Number	Land Values	Price Per Unit	10 Yr Avg Rate of Return	Purchase Price	Salvage/Cull Value	Useful Life	Livestock Share	Annual Capital Recovery
1500	Acres of private land	\$200	3.9%	\$300,000	\$300,000			
236	AU Values ¹	\$3,000	3.9%	\$708,750	\$708,750			
Sub Totals				\$1,008,750				
Number	Buildings, Improvements	Price Per Unit						
4	Miles of pipeline	\$2,000	3.9%	\$8,000	\$800	25	100	\$487
2	Wells	\$13,000	3.9%	\$26,000	\$2,600	25	100	\$1,583
40	Miles of Fence	\$2,500	3.9%	\$100,000	\$10,000	25	100	\$6,090
1	Corrals/Working Facilities	\$5,000	3.9%	\$5,000	\$500	30	100	\$277
1	Barns & Shop	\$10,000	3.9%	\$10,000	\$1,000	30	100	\$553
Sub Totals				\$149,000				\$8,991
Number	Machinery & Vehicles	Price Per Unit	Interest Rate ³	Price	Salvage/Cull			
1	3/4 ton pickup 4WD	\$28,000	6.5%	\$28,000	\$5,600	7	50	\$2,224
1	1 ton pickup 4WD	\$30,000	6.5%	\$30,000	\$6,000	7	50	\$2,383
1	Tractor	\$5,000	6.5%	\$5,000	\$1,000	7	100	\$794
2	Gooseneck trailer	\$4,500	6.5%	\$9,000	\$1,800	7	100	\$1,430
1	Horse tack	\$6,500	6.5%	\$6,500	\$1,300	10	100	\$808
1	Misc. equipment	\$3,500	6.5%	\$3,500	\$700	10	100	\$435
Sub Total				\$82,000				\$8,074
Head	Purchased Livestock	Price Per Unit	Interest Rate ³	Price	Salvage/Cull			
10	Horses	\$1,500	6.5%	\$15,000	\$5,700	10	100	\$1,664
9	Bulls	\$2,000	6.5%	\$17,500	\$6,650	4	100	\$3,599
23	Total AUYS							
Sub Total				\$32,500				\$5,264
Head	Retained Livestock	Price Per Unit	Interest Rate	Price	Salvage/Cull			Interest on Investment
175	Cows	\$1,100	6.5%	\$192,500	\$73,150			\$9,867
26	Replacement Heifers	\$1,000	6.5%	\$26,250	\$9,975			\$1,346
195	Total AUYS							
Sub Total				\$218,750	\$83,125			\$11,213
Total				<u>\$1,491,000</u>				<u>\$28,277</u>

1) The interest rate of 3.9% used to calculate the capital recovery cost is the USDA-ERS's ten year average long-run rate of return to production assets for New Mexico.

2) For intermediate assets an interest rate of 6.50% was used.

3) A rate of 6.50 percent reflects a typical return on a low -risk investment (30 YR Treasury Bond)