

Table 6. Livestock Production Parameters
Projected 2015

| | |
|----------------------------------|--------|
| NUMBER OF COWS | 40 |
| COWS PER BULL | 19.5 |
| NUMBER OF HORSES | 2 |
| REPLACEMENT RATE (%) | 10.00% |
| CALF DEATH LOSS (%) | 3.00% |
| YEARLING DEATH LOSS (%) | 1.25% |
| COW DEATH LOSS (%) | 1.00% |
| BULL DEATH LOSS (%) | 0.00% |
| CALF CROP (%) | 85.00% |
| PRODUCTIVE LIFE OF BULLS (YEARS) | 5 |
| PERCENT SOLD AS YEARLINGS: | |
| HEIFERS | 0 |
| STEERS | 0 |

Table 7. Forage Sources for Livestock
Projected 2015

| | ACRES | AUMS/ ACRE | AUMS PROVIDED |
|------------------|-----------|---------------|-------------------|
| ALFALFA | 10 | 1 | 10 |
| LEASED RANGELAND | | | 289.030769 |
| GRASS HAY | 30 | 1 | 30 |
| BALED HAY (TONS) | | 104.4123 | 261.030769 |
| TOTAL | 40 | | 590.061538 |

Table 8. STOCK COUNT CHART
Projected 2015

| | | CALVES WERE BORN IN: | | | | | | MARCH | | TOTAL |
|---------------|--------------|----------------------|--------------|--------------------|---------------------|------------------|------------------|--------|------------------|-------|
| T21 SEASON | BULLS 1.4 | REPLACEMENT COWS | HEIFERS 1 | YEARLING STEERS | YEARLING HEIFERS | STEERS CALVES | HEIFER CALVES | HORSES | AUMs REQUIRED | |
| | | 1 | 0.7 | 0.7 | 0.7 | 0.5 | 0.5 | 1.25 | | |
| JANUARY | 2.0512821 | 40 | | | | 0 | 4 | 2 | 47.37 | |
| FEBUARY | 2.0512821 | 40 | | | | 0 | 4 | 2 | 47.37 | |
| MARCH | 2.0512821 | 40 | 4 | | | | | 2 | 48.17 | |
| APRIL | 2.0512821 | 40 | 4 | | | | | 2 | 48.17 | |
| MAY | 2.0512821 | 40 | 4 | | | | | 2 | 48.17 | |
| JUNE | 2.0512821 | 40 | 4 | | | | | 2 | 48.17 | |
| JULY | 2.0512821 | 40 | 4 | | | | | 2 | 48.17 | |
| AUGUST | 2.0512821 | 40 | 4 | | | | | 2 | 48.17 | |
| SEPTEMBER | 2.0512821 | 40 | 4 | | | 0 | | 2 | 48.17 | |
| OCTOBER | 2.0512821 | 40 | | | | 18 | 18 | 2 | 63.37 | |
| NOVEMBER | 2.0512821 | 40 | | | | 0 | 4 | 2 | 47.37 | |
| DECEMBER | 2.0512821 | 40 | | | | 0 | 4 | 2 | 47.37 | |
| | | | | | | | | | 590.06 | |

Table 9. FORAGE BALANCE CHART
Projected 2015

| | TOTAL AUMs REQUIRED | ALFALFA | GRASS HAY | NATIVE ANGELAN | TOTAL AUMs SUPPLIED | HAY |
|-------------------|---------------------------|-----------|--------------|-------------------|---------------------------|---------------|
| JANUARY | 47.371795 | 2 | 4.5 | 0.00 | 6.50 | 40.87 |
| FEBRUARY | 47.371795 | 2 | 4.5 | 0.00 | 6.50 | 40.87 |
| MARCH | 48.171795 | 0 | 6 | 0.00 | 6.00 | 42.17 |
| APRIL | 48.171795 | 0 | 6 | 0.00 | 6.00 | 42.17 |
| MAY | 48.171795 | 0 | 0 | 48.17 | 48.17 | 0.00 |
| JUNE | 48.171795 | 0 | 0 | 48.17 | 48.17 | 0.00 |
| JULY | 48.171795 | 0 | 0 | 48.17 | 48.17 | 0.00 |
| AUGUST | 48.171795 | 0 | 0 | 48.17 | 48.17 | 0.00 |
| SEPTEMBER | 48.171795 | 0 | 0 | 48.17 | 48.17 | 0.00 |
| OCTOBER | 63.371795 | 2 | 0 | 48.17 | 50.17 | 13.20 |
| NOVEMBER | 47.371795 | 2 | 4.5 | 0.00 | 6.50 | 40.87 |
| DECEMBER | 47.371795 | 2 | 4.5 | 0.00 | 6.50 | 40.87 |
| Total AUMs | 590.06154 | 10 | 30 | 289.03 | 329.03 | 261.03 |

Table 10. Alfalfa establishment, flood-irrigated, budgeted per acre costs and returns for a 40 acre farm with above average management, Northern Mountain Counties
 Projected 2015
 Planting dates: August 1- September 1

| ITEM | PRICE | QUANTITY | PURCHASED INPUTS | | | | | TOTAL | |
|---------------------------------|---------------|------------------------|---------------------|----------|----------------|---------|---------------|----------|----------|
| <u>PURCHASED INPUTS</u> | | | | | | | | | |
| SEED | \$6.00 | 17.00 LBS | | \$102.00 | | | | | \$102.00 |
| NITROGEN (N) | \$0.45 | 0.00 LBS | | \$0.00 | | | | | \$0.00 |
| PHOSPHATE (P2O5) | \$0.40 | 0.00 LBS | | \$0.00 | | | | | \$0.00 |
| CANAL WATER | | 12.00 AC. IN. | | | | | | | |
| SUBTOTAL | | | | \$102.00 | | | | | \$102.00 |
| <u>PREHARVEST OPERATIONS</u> | | | | | | | | | |
| | POWER UNIT | ACCOMPLISHMENT RATE | PURCHASED INPUTS | LABOR | FUEL & LUBE | REPAIRS | FIXED COST | TOTAL | |
| DISC | 40 HP | 0.31 HR | | \$1.60 | \$1.30 | \$0.03 | \$0.79 | \$3.72 | |
| PLOW | 40 HP | 1.31 HR | | \$6.75 | \$5.49 | \$0.15 | \$3.34 | \$15.72 | |
| DISC (1X) | 40 HP | 0.31 HR | | \$1.60 | \$1.30 | \$0.03 | \$0.79 | \$3.72 | |
| BORDER DISC | 40 HP | 0.05 HR | | \$0.26 | \$0.21 | \$0.05 | \$3.63 | \$4.15 | |
| DRILL | 40 HP | 0.41 HR | | \$2.11 | \$1.72 | \$0.05 | \$1.04 | \$4.92 | |
| IRRIGATE (2X) | | 1.00 HR | | \$5.15 | | | | \$5.15 | |
| SUBTOTAL | | 3.39 HR | | \$17.46 | \$10.01 | \$0.32 | \$9.59 | \$37.38 | |
| <u>OVERHEAD EXPENSES</u> | | | | | | | | | |
| DOWNTIME | | 1.20 HR | | \$6.18 | | | | | \$6.18 |
| EMPLOYEE BENEFITS | | | | \$2.10 | | | | | \$2.10 |
| INSURANCE | | | \$0.35 | | | | | \$0.35 | |
| SUPERVISION AND MANAGEMENT | | | | \$11.95 | | | | | \$11.95 |
| SUBTOTAL | | 1.20 HR | \$0.35 | \$20.23 | | | | | \$20.58 |
| <u>TOTAL OPERATING EXPENSES</u> | | 4.59 HR | \$102.35 | \$37.68 | \$10.01 | \$0.32 | \$9.59 | \$159.95 | |

TABLE 11. Alfalfa hay, flood-irrigated, budgeted per acre costs and returns for a 40 acre farm with above average management, Northern Mountain Counties
 Projected 2015
 Harvest dates: June 10 - October 1

| ITEM | PRICE | YIELD | TOTAL |
|----------------------|----------|---------------------|-----------------|
| GROSS RETURNS | | | |
| ALFALFA HAY | \$245.00 | 1.75 TONS (STACKED) | \$428.75 |
| GRAZING | \$10.00 | 1.00 AUM | \$10.00 |
| TOTAL | | | \$438.75 |

| PURCHASED INPUTS | PRICE | QUANTITY | PURCHASED INPUTS | FIXED COST | TOTAL |
|--------------------------|--------|---------------|------------------|----------------|----------------|
| NITROGEN (N) | \$0.50 | 0.00 LBS | \$0.00 | | \$0.00 |
| PHOSPHATE (P2O5) | \$0.40 | 55.00 LBS | \$22.00 | | \$22.00 |
| INSECTICIDE (CUSTOM) | \$0.00 | 0.00 ACRE | \$0.00 | | \$0.00 |
| WIRE | \$1.32 | 15.00 LBS | \$19.80 | | \$19.80 |
| ESTABLISHMENT: Principal | | 8.00 YEARS | | \$19.99 | \$19.99 |
| : Interest | | | | \$7.37 | \$7.37 |
| CANAL WATER | | 18.00 AC. IN. | | \$7.00 | \$7.00 |
| SUBTOTAL | | | \$41.80 | \$34.36 | \$76.16 |

| PREHARVEST OPERATIONS | POWER UNIT | ACCOMPLISHMENT RATE | PURCHASED INPUTS | LABOR | FUEL & LUBE | REPAIRS | FIXED COST | TOTAL |
|-----------------------|------------|---------------------|------------------|----------------|-------------|---------|------------|----------------|
| IRRIGATE (3X) | | 2.25 HR | | \$11.59 | | | | \$11.59 |
| SUBTOTAL | | 2.25 HR | | \$11.59 | | | | \$11.59 |

HARVEST OPERATIONS

| | | | | | | | | |
|-----------------|-------|----------------|--|----------------|----------------|---------------|----------------|----------------|
| MOWER (3X) | 40 HP | 1.35 HR | | \$6.95 | \$5.65 | \$1.24 | \$11.91 | \$25.75 |
| BALER (5X) | 40 HP | 0.81 HR | | \$4.17 | \$3.39 | \$0.40 | \$18.86 | \$26.82 |
| RAKE (3X) | 40 HP | 0.78 HR | | \$4.02 | \$3.27 | \$0.62 | \$19.26 | \$27.17 |
| SUBTOTAL | | 2.94 HR | | \$15.14 | \$12.32 | \$2.26 | \$50.03 | \$79.75 |

OVERHEAD EXPENSES

| | | | | | | | | |
|----------------------------|--|----------------|---------|----------------|----------------|--|---------------|-----------------|
| DOWNTIME | | 0.74 HR | | \$3.79 | | | | \$3.79 |
| EMPLOYEE BENEFITS | | | | \$3.21 | | | | \$3.21 |
| INSURANCE | | | \$0.53 | | | | | \$0.53 |
| LAND TAXES | | | | | | | \$4.14 | \$4.14 |
| SUPERVISION AND MANAGEMENT | | | | \$34.43 | | | | \$34.43 |
| OTHER EXPENSES | | | \$73.79 | | | | | \$73.79 |
| SUBTOTAL | | 0.74 HR | | \$74.32 | \$41.43 | | \$4.14 | \$119.89 |

TOTAL OPERATING EXPENSES 5.93 HR \$116.12 \$68.15 \$12.32 \$2.26 \$88.53 \$287.38

NET OPERATING PROFIT \$151.37

INTEREST ON OPERATING CAPITAL (\$22.11 @ 8.00%) \$1.77
 INTEREST ON EQUIPMENT INVESTMENT \$33.22

RETURN TO LAND AND RISK \$116.38

BUDGET SUMMARY

| | | | |
|-------------------------------|----------|----------|---|
| GROSS RETURN | | \$438.75 | |
| VARIABLE OPERATING EXPENSES | \$130.70 | | |
| RETURN OVER VARIABLE EXPENSES | \$308.05 | | (GROSS MARGIN) |
| FIXED EXPENSES | \$88.53 | | |
| NET FARM INCOME | \$219.52 | | (RETURN TO CAPITAL, LABOR, LAND & RISK) |
| LABOR AND MANAGEMENT COST | \$68.15 | | |
| NET OPERATING PROFIT | \$151.37 | | (RETURN TO CAPITAL, LAND & RISK) |
| CAPITAL COSTS | \$34.98 | | |
| RETURN TO LAND AND RISK | | \$116.38 | |

TABLE 12. Permanent pasture establishment, flood-irrigated, budgeted per acre costs and returns for a 40 acre farm with above average management, Northern Mountain Counties
 Projected 2015
 Planting dates: May 15 - July 1

| ITEM | PRICE | QUANTITY | PURCHASED INPUTS | | | | | TOTAL |
|----------------------------|------------|---------------------|------------------|---------|-------------|---------|------------|----------|
| <u>PURCHASED INPUTS</u> | | | | | | | | |
| FESCUE SEED | \$0.80 | 17.00 LBS | | \$13.60 | | | | \$13.60 |
| NITROGEN | \$0.45 | 70.00 LBS | | \$31.50 | | | | \$31.50 |
| CANAL WATER | | 18.00 AC. IN. | | | | | | |
| SUBTOTAL | | | | \$45.10 | | | | \$45.10 |
| PREHARVEST OPERATIONS | POWER UNIT | ACCOMPLISHMENT RATE | PURCHASED INPUTS | LABOR | FUEL & LUBE | REPAIRS | FIXED COST | TOTAL |
| DISC | 40 HP | 0.31 HR | | \$1.60 | \$1.30 | \$0.03 | \$0.79 | \$3.72 |
| PLOW | 40 HP | 1.31 HR | | \$6.75 | \$5.49 | \$0.15 | \$3.34 | \$15.72 |
| FERTILIZE | 40 HP | 0.05 HR | | \$0.26 | \$0.21 | \$0.01 | \$0.13 | \$0.60 |
| FLOAT | 40 HP | 0.32 HR | | \$1.65 | \$1.34 | \$0.04 | \$0.82 | \$3.84 |
| BORDER DISC | 40 HP | 0.00 HR | | \$0.00 | \$0.00 | \$0.00 | \$0.00 | \$0.00 |
| DRILL | 40 HP | 0.41 HR | | \$2.11 | \$1.72 | \$0.05 | \$1.04 | \$4.92 |
| IRRIGATE (3X) | | 2.25 HR | | \$11.59 | | | | \$11.59 |
| SUBTOTAL | | 4.65 HR | | \$23.95 | \$10.05 | \$0.27 | \$6.11 | \$40.38 |
| <u>OVERHEAD EXPENSES</u> | | | | | | | | |
| DOWNTIME | | 0.60 HR | | \$3.09 | | | | \$3.09 |
| EMPLOYEE BENEFITS | | | | \$5.99 | | | | \$5.99 |
| INSURANCE | | | \$0.48 | | | | | \$0.48 |
| SUPERVISION AND MANAGEMENT | | | | \$9.43 | | | | \$9.43 |
| SUBTOTAL | | 0.60 HR | \$0.48 | \$18.51 | | | | \$18.99 |
| TOTAL OPERATING EXPENSES | | 5.25 HR | \$45.58 | \$42.46 | \$10.05 | \$0.27 | \$6.11 | \$104.47 |

TABLE 13. Permanent pasture, flood-irrigated, budgeted per acre costs and returns for a 40 acre farm with above average management, Northern Mountain Counties
 Projected 2015
 Harvest dates: Year Round

| ITEM | PRICE | YIELD | | | | | | TOTAL | |
|----------------------------------|------------|---------------------|------------------|----------|---------|-------------|------------|------------|----------|
| GROSS RETURNS | | | | | | | | | |
| PASTURE | \$18.00 | 9.00 | AUMS | | | | | \$162.00 | |
| TOTAL | | | | | | | | \$162.00 | |
| PURCHASED INPUTS | | | | | | | | | |
| | PRICE | QUANTITY | PURCHASED INPUTS | | | | FIXED COST | TOTAL | |
| PHOSPHATE | \$0.40 | 34 | | \$13.60 | | | | \$13.60 | |
| NITROGEN | \$0.45 | 70.00 | LBS | \$31.50 | | | | \$31.50 | |
| ESTABLISHMENT: Principal | | 20.00 | YEARS | | | \$5.22 | | \$5.22 | |
| : Interest | | | | | | \$5.10 | | \$5.10 | |
| CANAL WATER | | 24.00 | AC. IN. | | | \$7.00 | | \$7.00 | |
| SUBTOTAL | | | | \$45.10 | | | \$17.32 | \$62.42 | |
| PREHARVEST OPERATIONS | | | | | | | | | |
| | POWER UNIT | ACCOMPLISHMENT RATE | PURCHASED INPUTS | | LABOR | FUEL & LUBE | REPAIRS | FIXED COST | TOTAL |
| FERTILIZE | 40HP | 0.05 | | | \$0.26 | \$0.21 | \$0.01 | \$0.13 | \$0.60 |
| IRRIGATE (3X) | | 5.00 | HR | | \$25.75 | | | | \$25.75 |
| CLEAN DITCHES CUSTOM | | | | \$5.00 | | | | | \$5.00 |
| SUBTOTAL | | 5.00 | HR | \$5.00 | \$26.01 | \$0.21 | \$0.01 | \$0.13 | \$31.35 |
| OVERHEAD EXPENSES | | | | | | | | | |
| DOWNTIME | | 0.00 | HR | | \$0.00 | | | | \$0.00 |
| EMPLOYEE BENEFITS | | | | | \$3.12 | | | | \$3.12 |
| INSURANCE | | | | \$0.52 | | | | | \$0.52 |
| LAND TAXES | | | | | | | \$4.14 | | \$4.14 |
| SUPERVISION AND MANAGEMENT | | | | | \$13.84 | | | | \$13.84 |
| OTHER EXPENSES | | | | \$73.79 | | | | | \$73.79 |
| SUBTOTAL | | 0.00 | HR | \$74.31 | \$16.96 | | \$4.14 | | \$95.41 |
| TOTAL OPERATING EXPENSES | | 5.00 | HR | \$124.41 | \$42.97 | \$0.21 | \$0.01 | \$21.60 | \$189.19 |
| NET OPERATING PROFIT | | | | | | | | | -\$27.19 |
| INTEREST ON OPERATING CAPITAL | (| \$62.42 | @ | 8.00% | | | | | \$3.01 |
| INTEREST ON EQUIPMENT INVESTMENT | | | | | | | | | \$0.00 |
| RETURN TO LAND AND RISK | | | | | | | | | -\$30.20 |

BUDGET SUMMARY

| | | | |
|-------------------------------|----------|----------|---|
| GROSS RETURN | | \$162.00 | |
| VARIABLE OPERATING EXPENSES | \$124.62 | | |
| RETURN OVER VARIABLE EXPENSES | | \$37.38 | (GROSS MARGIN) |
| FIXED EXPENSES | \$21.60 | | |
| NET FARM INCOME | | \$15.78 | (RETURN TO CAPITAL, LABOR, LAND & RISK) |
| LABOR AND MANAGEMENT COST | \$42.97 | | |
| NET OPERATING PROFIT | | -\$27.19 | (RETURN TO CAPITAL, LAND & RISK) |
| CAPITAL COSTS | \$3.01 | | |
| RETURN TO LAND AND RISK | | -\$30.20 | |

TABLE 15. Grass hay, flood-irrigated, budgeted per acre costs and returns for a 40 acre farm with above average management, Northern Mountain Counties
 Projected 2015
 Harvest dates: August 15 - September 30

| ITEM | PRICE | YIELD | | | | | | TOTAL | |
|----------------------------------|------------|---------------------|------------------|-----------------|----------------|---------------|----------------|-----------------|-----------------|
| GROSS RETURNS | | | | | | | | | |
| GRASS HAY | \$220.00 | 1.20 | TONS (IN FIELD) | | | | | \$264.00 | |
| GRAZING | \$18.00 | 1.00 | AUM | | | | | \$18.00 | |
| TOTAL | | | | | | | | \$282.00 | |
| PURCHASED INPUTS | PRICE | QUANTITY | PURCHASED INPUTS | | | | FIXED COST | TOTAL | |
| SEED | \$0.40 | 70.00 | LBS | \$28.00 | | | | \$28.00 | |
| PHOSPHATE | \$0.40 | 35.00 | LBS | \$14.00 | | | | \$14.00 | |
| NITROGEN | \$0.45 | 70.00 | ACRE | \$31.50 | | | | \$31.50 | |
| WIRE | \$1.32 | 10.28 | LBS | \$13.57 | | | | \$13.57 | |
| CANAL WATER | | 30.00 | AC. IN. | | | | \$25.00 | \$25.00 | |
| SUBTOTAL | | | | \$87.07 | | | \$25.00 | \$112.07 | |
| PREHARVEST OPERATIONS | POWER UNIT | ACCOMPLISHMENT RATE | PURCHASED INPUTS | LABOR | FUEL & LUBE | REPAIRS | FIXED COST | TOTAL | |
| FERTILIZE | 40HP | 0.05 | | \$0.26 | \$0.13 | \$0.13 | \$0.13 | \$0.64 | |
| IRRIGATE (5X) | | 3.75 | HR | \$19.31 | \$0.00 | \$0.00 | \$0.00 | \$19.31 | |
| CLEAN DITCHES | CUSTOM | | | \$5.00 | \$0.00 | \$0.00 | \$0.00 | \$5.00 | |
| SUBTOTAL | | 3.80 | HR | \$5.00 | \$19.57 | \$0.13 | \$0.13 | \$24.95 | |
| HARVEST OPERATIONS | | | | | | | | | |
| SWATHER (2X) | 40 HP | 0.32 | HR | \$1.65 | \$0.00 | \$0.26 | \$2.01 | \$3.91 | |
| BALER (2X) | 40 HP | 0.42 | HR | \$2.16 | \$1.76 | \$0.21 | \$9.78 | \$13.91 | |
| SUBTOTAL | | 0.74 | HR | \$3.81 | \$1.76 | \$0.47 | \$11.78 | \$17.82 | |
| OVERHEAD EXPENSES | | | | | | | | | |
| DOWNTIME | | 0.37 | HR | \$1.91 | | | | \$1.91 | |
| EMPLOYEE BENEFITS | | | | \$2.81 | | | | \$2.81 | |
| INSURANCE | | | | \$0.47 | | | | \$0.47 | |
| LAND TAXES | | | | | | | \$4.14 | \$4.14 | |
| SUPERVISION AND MANAGEMENT | | | | \$17.57 | | | | \$17.57 | |
| OTHER EXPENSES | | | | \$73.79 | | | | \$73.79 | |
| SUBTOTAL | | 0.37 | HR | \$74.26 | \$22.28 | | | \$4.14 | \$100.68 |
| TOTAL OPERATING EXPENSES | | 4.91 | HR | \$166.33 | \$45.66 | \$1.89 | \$0.59 | \$41.06 | \$255.53 |
| NET OPERATING PROFIT | | | | | | | | \$26.47 | |
| INTEREST ON OPERATING CAPITAL | (| \$43.79 | @ | 8.00% | | | | \$3.50 | |
| INTEREST ON EQUIPMENT INVESTMENT | | | | | | | | \$12.01 | |
| RETURN TO LAND AND RISK | | | | | | | | \$10.96 | |

BUDGET SUMMARY

| | | | |
|-------------------------------|----------|----------|---|
| GROSS RETURN | | \$282.00 | |
| VARIABLE OPERATING EXPENSES | \$168.81 | | |
| RETURN OVER VARIABLE EXPENSES | \$113.19 | | (GROSS MARGIN) |
| FIXED EXPENSES | \$41.06 | | |
| NET FARM INCOME | \$72.13 | | (RETURN TO CAPITAL, LABOR, LAND & RISK) |
| LABOR AND MANAGEMENT COST | \$45.66 | | |
| NET OPERATING PROFIT | \$26.47 | | (RETURN TO CAPITAL, LAND & RISK) |
| CAPITAL COSTS | \$15.52 | | |
| RETURN TO LAND AND RISK | | \$10.96 | |

Table 16. Livestock Enterprise, cost and returns for a 40 acre farm with livestock as the primary enterprise, with above average management, Northern Mountain Counties Projected 2015

| GROSS RETURNS | | | Sale Weight (CWT) | Total (\$) | Guideline Value (\$/Cow) | Guideline Value (\$/AU) |
|--------------------------------------|--|----------|-------------------|---------------------|--------------------------|-------------------------|
| NUMBER | | \$/CWT | | | | |
| 0.00 | YEARLING HEIFERS | \$157.00 | 4.85 | \$761.45 | \$19.04 | \$15.49 |
| 0.00 | YEARLING STEERS | \$165.00 | 5.25 | \$866.25 | \$21.66 | \$17.62 |
| 13.00 | HEIFER CALVES | \$1.87 | 4.20 | \$7.85 | \$0.20 | \$0.16 |
| 17.00 | STEER CALVES | \$1.95 | 4.70 | \$9.17 | \$0.23 | \$0.19 |
| 0.00 | BULLS | \$91.00 | 14.75 | \$1,342.25 | \$33.56 | \$27.30 |
| 4.00 | CULL COWS | \$82.00 | 8.85 | \$725.70 | \$18.14 | \$14.76 |
| 560.06 | MANURE | \$0.13 | 8.00 | \$1.00 | \$0.03 | \$0.02 |
| TOTAL | | | | \$3,713.67 | \$92.84 | \$75.52 |
| NUMBER PURCHASED INPUTS | | Unit | \$/Unit | Total (\$) | Guideline Value (\$/Cow) | Guideline Value (\$/AU) |
| FORAGE: | | | | | | |
| 10.00 | ALFALFA | AUM | \$10.00 | \$100.00 | \$2.50 | \$2.03 |
| 30.00 | GRASS HAY | AUM | \$18.00 | \$540.00 | \$13.50 | \$10.98 |
| 289.03 | NATIVE RANGELAND | AUM | \$1.35 | \$390.19 | \$9.75 | \$7.94 |
| SUBTOTAL | | | | \$1,030.19 | \$25.75 | \$20.95 |
| LABOR, FEED, LIVESTOCK: | | Unit | \$/Unit | Total (\$) | (\$/Cow) | (\$/AU) |
| 0.80 | PROTEIN SUPPLEMENT | TON | \$245.00 | \$196.00 | \$4.90 | \$3.99 |
| 0.32 | SALT & MINERALS | TON | \$200.00 | \$64.00 | \$1.60 | \$1.30 |
| 104.41 | HAY | TON | \$245.00 | \$25,581.02 | \$639.53 | \$520.24 |
| 0.00 | GRAIN | TON | \$200.00 | \$0.00 | \$0.00 | \$0.00 |
| 0.00 | GRAIN CUBES | TON | \$200.00 | \$0.00 | \$0.00 | \$0.00 |
| | FUEL AND REPAIRS | ANNUAL | | \$0.00 | \$0.00 | \$0.00 |
| | VETERINARY AND MEDICINE | ANNUAL | | \$795.00 | \$19.88 | \$16.17 |
| 0.00 | BULLS PURCHASED | HEAD | \$1,300.00 | \$0.00 | \$0.00 | \$0.00 |
| | LIVESTOCK TAXES | ANNUAL | | \$7.27 | \$0.18 | \$0.15 |
| | MAINTENANCE | ANNUAL | | \$0.00 | \$0.00 | \$0.00 |
| 44.00 | PREGNANCY TEST | HEAD | \$2.00 | \$88.00 | \$2.00 | \$1.79 |
| 63.20 | LABOR | HOURLY | \$5.00 | \$316.00 | \$7.90 | \$6.43 |
| 34.00 | BEEF CHECKOFF PROGRAM | HEAD | \$1.00 | \$34.00 | \$0.85 | \$0.69 |
| | MISCELLANEOUS | ANNUAL | | \$0.00 | \$0.00 | \$0.00 |
| SUBTOTAL | | | | \$27,081.28 | \$676.83 | \$550.75 |
| OVERHEAD EXPENSES | | | | | | |
| | EMPLOYEE BENEFITS | | | \$0.00 | \$0.00 | \$0.00 |
| | INSURANCE | | | \$0.00 | \$0.00 | \$0.00 |
| | DEPRECIATION | | | \$522.50 | \$13.06 | \$10.63 |
| | SUPERVISION AND MANAGEMENT | | | \$0.00 | \$0.00 | \$0.00 |
| | OTHER EXPENSES | | | \$678.50 | \$16.96 | \$13.80 |
| SUBTOTAL | | | | \$1,201.00 | \$30.03 | \$24.42 |
| TOTAL OPERATING EXPENSES | | | | \$29,312.47 | \$732.81 | \$596.12 |
| NET OPERATING PROFIT | | | | -\$25,598.81 | -\$639.97 | -\$520.60 |
| CAPITAL COST | | | | | | |
| | INTEREST ON OPERATING CAPITAL | | | \$1,103.69 | \$27.59 | \$22.45 |
| | INTEREST ON MACHINERY AND IMPROVEMENTS | | | \$730.00 | \$18.25 | \$14.85 |
| | INTEREST ON LIVESTOCK | | | \$0.00 | \$0.00 | \$0.00 |
| TOTAL CAPITAL COST | | | | \$1,833.69 | \$45.84 | \$37.29 |
| RETURN TO RISK | | | | -\$27,432.49 | -\$685.81 | -\$557.89 |
| RATE OF RETURN ON INVESTMENT | | | | -\$0.61 | | |
| BUDGET SUMMARY | | | | | | |
| GROSS RETURN | | | | \$3,713.67 | | |
| VARIABLE OPERATING EXPENSES | | | | \$28,111.47 | | |
| RETURN OVER VARIABLE EXPENSES | | | | | -\$24,397.81 | |
| FIXED EXPENSES | | | | \$1,201.00 | | |
| NET FARM INCOME | | | | | -\$25,598.81 | |
| LABOR AND MANAGEMENT COST | | | | \$0.00 | | |
| NET OPERATING PROFIT | | | | | -\$25,598.81 | |
| CAPITAL COST | | | | \$1,833.69 | | |
| RETURN TO LAND AND RISK | | | | | -\$27,432.49 | |

TABLE 17. Summary of per acre costs and returns, 40 acre farm with above average management, Northern Mountain Counties
Projected 2015

| | ALFALFA ESTABLISHMENT | ALFALFA HAY | GRASS HAY ESTABL. | GRASS HAY |
|----------------------------------|--------------------------|----------------|----------------------|--------------|
| | -----FLOOD----- | | | |
| | | TONS | TONS | TONS |
| PRIMARY YIELD | | 1.75 | | 1.20 |
| PRIMARY PRICE | | \$245.00 | | \$220.00 |
| GOVERNMENT PAYMENTS | | \$0.00 | | \$0.00 |
| SECOND INCOME | | \$10.00 | | \$10.00 |
| GROSS RETURN | | \$438.75 | | \$282.00 |
| CASH OPERATING EXPENSES | | | | |
| SEED | \$102.00 | | \$46.80 | |
| FERTILIZER | \$0.00 | \$22.00 | \$45.50 | \$0.00 |
| CHEMICALS | | \$0.00 | \$0.00 | |
| CROP INSURANCE | | | | |
| OTHER PURCHASED INPUTS | | \$19.80 | | \$13.57 |
| CANAL WATER | | \$7.00 | \$0.00 | \$25.00 |
| FUEL, OIL & LUBRICANTS-EQUIPMENT | \$10.01 | \$12.32 | \$9.84 | \$1.89 |
| FUEL-IRRIGATION | | | | |
| REPAIRS | \$0.32 | \$2.26 | \$0.27 | \$0.59 |
| CUSTOM CHARGES | \$0.00 | | | |
| LAND TAXES | | \$4.14 | \$0.00 | \$11.78 |
| OTHER EXPENSES | \$0.35 | \$74.32 | \$74.26 | \$74.26 |
| TOTAL CASH EXPENSES | \$112.68 | \$141.84 | \$176.67 | \$127.10 |
| RETURN OVER CASH EXPENSES | -\$112.68 | \$296.91 | -\$176.67 | \$154.90 |
| FIXED EXPENSES | \$9.59 | \$77.39 | \$10.72 | \$41.06 |
| TOTAL EXPENSES | \$122.27 | \$219.23 | \$187.39 | \$168.15 |
| NET FARM INCOME | -\$122.27 | \$219.52 | -\$187.39 | \$113.85 |
| LABOR AND MANAGEMENT COSTS | \$37.68 | \$68.15 | \$173.05 | \$45.66 |
| NET OPERATING PROFIT | -\$159.95 | \$151.37 | -\$360.44 | \$68.19 |
| CAPITAL COSTS | | | | |
| INTEREST ON OPERATING CAPITAL | | \$1.77 | \$0.00 | \$3.50 |
| INTEREST ON EQUIPMENT INVESTMENT | | \$33.22 | \$0.00 | \$12.01 |
| TOTAL CAPITAL COSTS | \$0.00 | \$34.98 | \$0.00 | \$15.52 |
| RETURN TO LAND AND RISK | -\$159.95 | \$116.38 | -\$360.44 | \$52.67 |

TABLE 18. Whole farm budget summary, Northern Mountain Counties
Projected 2015

| | | |
|----------------------------------|-------------|---------------------|
| GROSS RETURNS | | |
| ALFALFA HAY | 10.00 ACRES | |
| CROP | | \$4,287.50 |
| GRAZING | | \$100.00 |
| PERMANENT PASTURE | 0.00 ACRES | |
| GRAZING | | \$0.00 |
| SUDAN HAY (AOH) | 0.00 ACRES | |
| CROP | | \$0.00 |
| GRAZING | | \$0.00 |
| GRASS HAY | 30.00 ACRES | |
| CROP | | \$7,920.00 |
| GRAZING | | \$540.00 |
| LIVESTOCK | | \$3,713.67 |
| GROSS RETURN | | <u>\$16,561.17</u> |
| CASH OPERATING EXPENSES | | |
| FORAGE | | \$1,030.19 |
| LIVESTOCK FEED | | \$27,081.28 |
| SEED | | \$102.00 |
| FERTILIZER | | \$220.00 |
| CHEMICALS | | \$0.00 |
| CROP INSURANCE | | \$0.00 |
| OTHER PURCHASED INPUTS | | \$605.21 |
| CANAL WATER | | \$820.00 |
| FUEL, OIL & LUBRICANTS-EQUIPMENT | | \$189.76 |
| FUEL-IRRIGATION | | \$0.00 |
| REPAIRS | | \$40.77 |
| CUSTOM CHARGES | | \$0.00 |
| LAND TAXES | | \$394.97 |
| OTHER EXPENSES | | \$2,971.22 |
| TOTAL CASH EXPENSES | | <u>\$33,455.41</u> |
| RETURN OVER CASH EXPENSES | | -\$16,894.24 |
| FIXED EXPENSES | | \$1,815.23 |
| TOTAL EXPENSES | | <u>\$35,270.64</u> |
| NET FARM INCOME | | -\$18,709.47 |
| LABOR AND MANAGEMENT COSTS | | \$2,089.09 |
| NET OPERATING PROFIT | | -\$20,798.56 |
| CAPITAL COSTS | | |
| INTEREST ON OPERATING CAPITAL | | \$122.78 |
| INTEREST ON EQUIPMENT INVESTMENT | | \$692.54 |
| TOTAL CAPITAL COSTS | | <u>\$815.32</u> |
| RETURN TO LAND AND RISK | | <u>-\$21,613.87</u> |

| LAND VALUE | RETURN TO RISK* | RETURN ON INVESTMENT** |
|----------------|-----------------|------------------------|
| 1,000.00 /ACRE | -\$23,213.87 | -44.44% |
| 2,000.00 /ACRE | -\$24,813.87 | -23.96% |
| 3,000.00 /ACRE | -\$26,413.87 | -16.40% |
| 4,000.00 /ACRE | -\$28,013.87 | -12.47% |
| 5,000.00 /ACRE | -\$29,613.87 | -10.06% |
| 6,000.00 /ACRE | -\$31,213.87 | -8.43% |
| 7,000.00 /ACRE | -\$32,813.87 | -7.25% |

* RETURN TO LAND AND RISK MINUS (INTEREST RATE TIMES LAND VALUE TIMES ACREAGE)

** NET OPERATING PROFIT DIVIDED BY (MACHINERY AND EQUIPMENT VALUE PLUS LAND VALUE)