

**CENTRAL REGION  
MEDIUM COW/CALF BUDGET 2013**

	BREED HERD SIZE CULL RATE	100 15%	COW to BULL	20	CALF CROP PERCENT <sup>1</sup> REPLACEMENT HEIFER'S KEPT	85% 15
<b>VALUE OF PRODUCTION</b>						
	<u>QUANTITY</u>	<u>WEIGHT</u>	<u>PRICE<sup>2</sup></u>	<u>VALUE</u>	<u>VALUE PER COW</u>	
STEER CALVES	43	515	\$1.47	\$32,175	\$321.75	_____
HEIFER CALVES	28	495	\$1.39	\$18,921	\$189.21	_____
CULL COWS	30	900	\$0.70	\$18,900	\$189.00	_____
CULL BULLS	1	1200	\$0.85	\$1,020	\$10.20	_____
FEE HUNTING	1			<u>\$5,000</u>	\$50.00	_____
<b>TOTAL</b>	<b>101</b>			<b>\$76,016</b>	<b>\$760.16</b>	_____
<b>VARIABLE COSTS</b>						
	<u>UNITS</u>	<u>QUANTITY/PERCENT</u>	<u>PRICE</u>	<u>COST</u>	<u>VALUE PER COW</u>	
<b>1. FEED COSTS</b>						<u>NEW VALUE</u>
HAY	TON	28.00	\$250	\$7,000	\$70.00	_____
STATE	AUY	30.0%	\$43.32	\$0	\$0.00	_____
FEDERAL LEASE	AUY	40.0%	\$21.60	\$2,160	\$21.60	_____
PRIVATE(Owned)	AUY	30.0%	\$0.00	\$0	\$0.00	_____
PRIVATE(Leased Grazing)	AUY	0.0%	\$0.00	\$0	\$0.00	_____
SALT & MINERAL	TON	4.02	\$300	\$1,205	\$12.05	_____
PROTEIN SUPP	TON	15.00	\$485	\$7,275	\$72.75	_____
OTHER		0.00	\$0	<u>\$0</u>	<u>\$0.00</u>	_____
<b>TOTAL</b>				<b>\$17,640</b>	<b>\$176.40</b>	_____
<b>2. OTHER VARIABLE COSTS</b>				<u>COST</u>		<u>NEW VALUE</u>
VET AND MEDICINE				\$1,540	\$15.40	_____
LIVESTOCK HAULING				\$509	\$5.09	_____
HIRED LABOR				\$1,500	\$15.00	_____
OPERATING COSTS-EQUIP & MACH				\$1,419	\$14.19	_____
OPERATING COSTS-VEHICLE				\$2,128	\$21.28	_____
RANCH MAINTENANCE				\$2,480	\$24.80	_____
BEEF CHECKOFF				\$70	\$0.70	_____
PURCHASED LIVESTOCK				<u>\$6,000</u>	<u>\$60.00</u>	_____
<b>TOTAL</b>				<b>\$15,646</b>	<b>\$156.46</b>	_____
<b>3. INTEREST ON VARIABLE COSTS</b>						<u>NEW VALUE</u>
SUM OF VARIABLE COSTS X MONTHS BORROWED						
X INTEREST RATE PER MONTH						
ANNUAL INTEREST RATE				6.00%		
NUMBER OF MONTHS BORROWED				6		<u>VALUE PER COW</u>
				\$999	\$9.99	_____
<b>TOTAL</b>				<b>\$34,284</b>	<b>\$342.84</b>	_____
<b>OWNERSHIP COSTS</b>				<b>\$41,732</b>	<b>\$417.32</b>	_____
<b>CASH COSTS</b>	Annual Capital Recovery <sup>4</sup> (At Replacement Valve):			Represents 65% Asset Ownership <sup>5</sup> <u>VALUE PER COW</u> <u>NEW VALUE</u>		
Taxes & Insurance				\$5,624	\$56.24	_____
Overhead				\$3,000	\$30.00	_____
<b>Total</b>				<b>\$8,624</b>	<b>\$86.24</b>	_____
<b>NON CASH COSTS</b>						<u>NEW VALUE</u>
Purchased Livestock				\$3,485	\$34.85	_____
Machinery & Equipment				\$5,491	\$54.91	_____
Housing & Improvements				\$6,366	\$63.66	_____
Interest on Retained Livestock <sup>6</sup>				\$7,618	\$76.18	_____
Management & Operation Labor ( 6% of gross returns)				\$4,561	\$45.61	_____
<b>Total</b>				<b>\$27,521</b>	<b>\$275.21</b>	_____
<b>TOTAL FIXED COSTS</b>				<b>\$36,145</b>	<b>\$361.45</b>	_____
<b>TOTAL CASH AND VARIABLE COSTS</b>				<b>\$42,908</b>	<b>\$429.08</b>	_____
<b>TOTAL COSTS</b>				<b>\$70,429</b>	<b>\$704.29</b>	_____
<b>RETURN ABOVE TOTAL CASH COSTS</b>				<b>\$33,108</b>	<b>\$331.08</b>	_____
<b>RETURN ABOVE TOTAL COSTS</b>				<b>\$5,587</b>	<b>\$55.87</b>	_____
<b>BREAKEVEN CALCULATIONS</b>						
	<b>VARIABLE COSTS</b>	<b>TOTAL COSTS</b>				
REQUIRED AVG. CALF PRICES CASH COST (cwt)	\$79.87	\$99.96				
REQUIRED AVG. CALF PRICES TOTAL COSTS(cwt)	\$79.87	\$164.07				

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 2013 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  
MEDIUM RANCH INVESTMENTS**

<b>Number</b>	<b>Land Values</b>	<b>Price Per Unit</b>	<b>10 Yr Avg Rate of Return</b>	<b>Purchase Price</b>	<b>Salvage/Cull Value</b>	<b>Useful Life</b>	<b>Livestock Share</b>	<b>Annual Capital Recovery</b>
750	Acres of private land	\$200	3.9%	\$150,000	\$150,000			\$116.25
135	AU Values <sup>1</sup>	\$3,000	3.9%	\$405,000	\$405,000			
<b>Sub Totals</b>				\$555,000				
<b>Number</b>	<b>Buildings, Improvements</b>	<b>Price Per Unit</b>						
2	Miles of pipeline	\$2,000	3.9%	\$4,000	\$400	25	100	\$244
1	Wells	\$13,000	3.9%	\$13,000	\$1,300	25	100	\$792
18	Miles of Fence	\$4,000	3.9%	\$72,000	\$7,200	25	100	\$4,385
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
<b>Sub Totals</b>				\$104,000				\$6,366
<b>Number</b>	<b>Machinery &amp; Vehicles</b>	<b>Price Per Unit</b>	<b>Interest Rate<sup>3</sup></b>	<b>Price</b>	<b>Salvage/Cull</b>			
1	3/4 ton pickup 4WD	\$42,000	6.0%	\$42,000	\$8,400	7	50	\$3,261
0	3/4 ton pickup 4WD	\$42,000	6.0%	\$0	\$0	7	50	\$0
0	Tractor	\$7,000	6.0%	\$0	\$0	7	100	\$0
1	Gooseneck trailer	\$7,000	6.0%	\$7,000	\$1,400	7	100	\$1,087
1	Horse tack	\$5,000	6.0%	\$5,000	\$1,000	10	100	\$603
1	Misc. equipment	\$3,500	6.0%	\$3,500	\$700	10	100	\$422
<b>Sub Total</b>				\$57,500				\$5,491
<b>Head</b>	<b>Purchased Livestock</b>	<b>Price Per Unit</b>	<b>Interest Rate<sup>3</sup></b>	<b>Price</b>	<b>Salvage/Cull</b>			
6	Horses	\$1,500	6.0%	\$9,000	\$3,420	10	100	\$963
5	Bulls	\$2,500	6.0%	\$12,500	\$4,750	4	100	\$2,522
30	Cows	\$1,400	6.0%	\$42,000	\$15,960	8	100	\$5,151
<b>51</b>	<b>Total AUys</b>							
<b>Sub Total</b>				\$21,500				\$3,485
<b>Head</b>	<b>Retained Livestock</b>	<b>Price Per Unit</b>	<b>Interest Rate</b>	<b>Price</b>	<b>Salvage/Cull</b>			<b>Interest on Investment</b>
100	Cows	\$1,400	6.0%	\$140,000	\$53,200			\$6,624
15	Replacement Heifers	\$1,400	6.0%	\$21,000	\$7,980			\$994
<b>111</b>	<b>Total AUys</b>							
<b>Sub Total</b>				\$161,000	\$61,180			\$7,618
<b>Total</b>				<u>\$899,000</u>				<u>\$19,475</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.