

	Unit		Total	Adjusted Net Income	Rate Increase	
Number of Cows	263					
Net Income Per Cow	\$24.23		\$6,359.69		0.1	0.2
Taxes						
Property Tax	\$0.155	10000	1550	1705	1860	2015
Gross Receipts	7.00%	\$179,796	12585.71	1550	1550	1550
Sales	7.00%	\$63,907	4473.481	1550	1550	1550
Livestock			337.7886	1550	1550	1550

0	0.083333333	538
0	0.083333333	538
0	0.083333333	538
0	0.083333333	538
0	0.083333333	538
0	0.083333333	538

Total

Yearling Steers

0	0.083333333	577
0	0.083333333	577
0	0.083333333	577
0	0.083333333	577
0	0.083333333	577
0	0.083333333	577
0	0.083333333	577
0	0.083333333	577
0	0.083333333	577
0	0.083333333	577
0	0.083333333	577
0	0.083333333	577
0	0.083333333	577
0	0.083333333	577

Total

Steer Calves

0	0.083333333	534
0	0.083333333	534
0	0.083333333	534
0	0.083333333	534
0	0.083333333	534
0	0.083333333	534
0	0.083333333	534
0	0.083333333	534
0	0.083333333	534
0	0.083333333	534
111.5625	0.083333333	534
0	0.083333333	534
0	0.083333333	534

Total

Heifer Calves

0	0.083333333	430
0	0.083333333	430
0	0.083333333	430
0	0.083333333	430
0	0.083333333	430
0	0.083333333	430
0	0.083333333	430
0	0.083333333	430
0	0.083333333	430
0	0.083333333	430
72.1875	0.083333333	430
0	0.083333333	430
0	0.083333333	430

Total

Horses

10	0.083333333	765
10	0.083333333	765
10	0.083333333	765
10	0.083333333	765
10	0.083333333	765
10	0.083333333	765
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10	0.083333333	765
10	0.083333333	765
10	0.083333333	765
10	0.083333333	765

Total

Taxes Due:

Bulls	12
Cows	263
Replacement Heifers	35.56777778
Yearling Heifers	0
Yearling Steers	0
Steer Calves	16.5484375
Heifer Calves	8.622395833
Horses	2.55
	-
Total	337.7886111

Total Full
Value

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2586.71875
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2586.71875

637.5

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7650

0.197754137

0.106944444

**CENTRAL REGION
LARGE COW/CALF BUDGET 2014**

BREED HERD SIZE 263 COW to BULL 20 CALF CROP PERCENT¹ 85%
CULL RATE 15% REPLACEMENT HEIFER'S KEPT 39

VALUE OF PRODUCTION

	<u>QUANTITY</u>	<u>WEIGHT</u>	<u>PRICE²</u>	<u>VALUE</u>	<u>VALUE PER COW</u>	<u>NEW VALUE</u>
STEER CALVES	112	515	\$1.55	\$89,055	\$339.26	_____
HEIFER CALVES	72	495	\$1.47	\$52,527	\$200.10	_____
CULL COWS	39	900	\$0.85	\$30,122	\$114.75	_____
CULL BULLS	1	1200	\$0.91	\$1,092	\$4.16	_____
FEE HUNTING	1			\$7,000	\$26.67	_____
TOTAL	224			\$179,796	\$684.94	_____

VARIABLE COSTS

	<u>UNITS</u>	<u>QUANTITY/PERCENT</u>	<u>PRICE</u>	<u>COST</u>	<u>VALUE PER COW</u>	<u>NEW VALUE</u>
1. FEED COSTS						
HAY	TON	52.50	\$250	\$13,125	\$50.00	_____
STATE	AUY	20.0%	\$34.20	\$0	\$0.00	_____
FEDERAL LEASE	AUY	40.0%	\$21.60	\$5,670	\$21.60	_____
PRIVATE(Owned)	AUY	40.0%	\$0.00	\$0	\$0.00	_____
PRIVATE(Leased Grazing)	AUY	0.0%	\$0.00	\$0	\$0.00	_____
SALT & MINERAL	TON	10	\$300	\$2,874	\$10.95	_____
PROTEIN SUPP	TON	39	\$485	\$19,097	\$72.75	_____
OTHER		0.00	\$0	\$0	\$0.00	_____
TOTAL				\$40,766	\$155.30	_____

2. OTHER VARIABLE COSTS						
VET AND MEDICINE				\$4,151	\$15.81	_____
LIVESTOCK HAULING				\$1,160	\$4.42	_____
HIRED LABOR				\$11,000	\$41.90	_____
OPERATING COSTS-EQUIP & MACH				\$2,263	\$8.62	_____
OPERATING COSTS-VEHICLE				\$4,500	\$17.14	_____
RANCH MAINTENANCE				\$5,500	\$20.95	_____
BEEF CHECKOFF				\$184	\$0.70	_____
PURCHASED LIVESTOCK				\$18,000	\$68.57	_____
TOTAL				\$46,758	\$178.12	_____

3. INTEREST ON VARIABLE COSTS						
SUM OF VARIABLE COSTS X MONTHS BORROWED						
X INTEREST RATE PER MONTH						
ANNUAL INTEREST RATE				6.00%		
NUMBER OF MONTHS BORROWED				6	VALUE PER COW	
				\$2,626	\$10.00	_____
				\$90,150	\$343.43	_____
TOTAL				\$89,646	\$341.51	_____

OWNERSHIP COSTS

	<u>Annual Capital Recovery⁴ (At Replacement Value):</u>	<u>Represents 65% Asset Ownership⁵</u>	<u>VALUE PER COW</u>	<u>NEW VALUE</u>
CASH COSTS				
Taxes & Insurance		\$13,448	\$51.23	_____
Overhead		\$2,200	\$8.38	_____
Total		\$15,648	\$59.61	_____
NON CASH COSTS				
Purchased Livestock		\$9,549	\$36.38	_____
Machinery & Equipment		\$13,111	\$49.95	_____
Housing & Improvements		\$14,195	\$54.08	_____
Interest on Retained Livestock ⁶		\$19,996	\$76.18	_____
Management & Operation Labor (6% of gross returns)		\$10,788	\$41.10	_____
Total		\$67,638	\$257.67	_____
TOTAL FIXED COSTS		\$83,287	\$317.28	_____
TOTAL CASH AND VARIABLE COSTS		\$105,798	\$403.04	_____
TOTAL COSTS		\$173,436	\$660.71	_____
RETURN ABOVE TOTAL CASH COSTS		\$73,998	\$281.90	_____
RETURN ABOVE TOTAL COSTS		\$6,360	\$24.23	_____

BREAKEVEN CALCULATIONS

	<u>VARIABLE COSTS</u>	<u>TOTAL COSTS</u>
REQUIRED AVG. CALF PRICES CASH COST (cwt)	\$80.01	\$93.89
REQUIRED AVG. CALF PRICES TOTAL COSTS(cwt)	\$80.01	\$153.92

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
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
10,000	Acres of private land	\$200	3.9%	\$2,000,000	\$2,000,000			\$1,550.00
354	AU Values ¹	\$3,000	3.9%	\$1,063,125	\$1,063,125			
Sub Totals				\$3,063,125				
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	\$4,000	3.9%	\$160,000	\$16,000	25	100	\$9,745
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				\$209,000				\$14,195
Number	Machinery & Vehicles	Price Per Unit	Interest Rate ³	Price	Salvage/Cull			
1	3/4 ton pickup 4WD	\$42,000	6.0%	\$42,000	\$8,400	7	50	\$3,261
1	1 ton pickup 4WD	\$45,000	6.0%	\$45,000	\$9,000	7	50	\$3,494
1	Tractor	\$7,000	6.0%	\$7,000	\$1,400	7	100	\$1,087
2	Gooseneck trailer	\$7,500	6.0%	\$15,000	\$3,000	7	100	\$2,330
1	Horse tack	\$6,500	6.0%	\$6,500	\$1,300	10	100	\$785
1	Misc. equipment	\$5,000	6.0%	\$5,000	\$1,000	10	100	\$603
Sub Total				\$120,500				\$13,111
Head	Purchased Livestock	Price Per Unit	Interest Rate ³	Price	Salvage/Cull			
10	Horses	\$1,500	6.0%	\$15,000	\$5,700	10	100	\$1,606
13	Bulls	\$3,000	6.0%	\$39,375	\$14,963	4	100	\$7,943
53	Cows	\$1,400	6.0%	\$74,200	\$28,196	8	100	\$9,100
95	Total AUUs			\$54,375				\$9,549
Head	Retained Livestock	Price Per Unit	Interest Rate	Price	Salvage/Cull			Interest on Investment
263	Cows	\$1,400	6.0%	\$367,500	\$139,650			\$17,388
39	Replacement Heifers	\$1,400	6.0%	\$55,125	\$20,948			\$2,608
292	Total AUUs			\$422,625	\$160,598			\$19,996
Total				<u>\$3,869,625</u>				<u>\$47,302</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 6.00% was used.
3) A rate of 6.50 percent reflects a typical return on a low -risk investment (30 YR Treasury Bond)