

Table 2. Net Returns for Each Arizona Ranching Region
(High Revenue and High Cost)
Units \$/Cow

	Strip	Plateau	Central Mountains	Western Desert	Southeastern Desert
Revenues	\$312.74	\$331.80	\$265.14	\$276.15	\$274.26
Feed Cost	\$132.91	\$72.50	\$35.49	\$41.31	\$55.78
Total VC	\$309.49	\$209.05	\$144.05	\$159.65	\$124.80
Cash Ownership Cost	\$21.28	\$172.09	\$41.78	\$87.84	\$22.12
Total Ownership Cost	\$172.01	\$481.23	\$184.63	\$308.37	\$207.55
Returns Above Cash Cost	(\$18.03)	(\$49.34)	\$79.31	\$28.66	\$127.34
Returns Above Total Cost	(\$168.76)	(\$358.48)	(\$63.54)	(\$191.87)	(\$58.09)

Table 3. Net Returns for Each Arizona Ranching Region
(Low Revenue and Low Cost)
Units \$/Cow

	Strip	Plateau	Central Mountains	Western Desert	Southeastern Desert
Revenues	\$223.62	\$236.86	\$190.29	\$197.41	\$196.85
Feed Cost	\$104.41	\$50.39	\$31.18	\$34.60	\$40.36
Total VC	\$234.18	\$151.58	\$113.75	\$124.57	\$77.79
Cash Ownership Cost	\$13.83	\$111.86	\$27.16	\$57.09	\$14.38
Total Ownership Cost	\$111.04	\$313.13	\$119.88	\$200.27	\$136.23
Returns Above Cash Cost	(\$24.39)	(\$26.58)	\$49.38	\$15.75	\$104.68
Returns Above Total Cost	(\$121.60)	(\$227.85)	(\$43.34)	(\$127.43)	(\$17.17)

Table 4. Net Returns for Each Arizona Ranching Region
(High Revenue and Low Cost)
Units \$/Cow

	Strip	Plateau	Central Mountains	Western Desert	Southeastern Desert
Revenues	\$312.74	\$331.80	\$265.14	\$276.15	\$274.26
Feed Cost	\$104.41	\$50.39	\$31.18	\$34.60	\$40.36
Total VC	\$234.18	\$151.58	\$113.75	\$124.57	\$77.79
Cash Ownership Cost	\$13.83	\$111.86	\$27.16	\$57.09	\$14.38
Total Ownership Cost	\$111.04	\$313.13	\$119.88	\$200.27	\$136.23
Returns Above Cash Cost	\$64.73	\$68.36	\$124.23	\$94.49	\$182.09
Returns Above Total Cost	(\$32.48)	(\$132.91)	\$31.51	(\$48.69)	\$60.24

**CENTRAL MOUNTAIN REGION
SMALL 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
100	Acres of private land	\$900	3.9%	\$90,000	\$90,000			
34	AU Values ¹	\$3,000	3.9%	\$101,250	\$101,250			
Sub Totals				\$191,250				
Number	Buildings, Improvements	Price Per Unit						
0.5	Miles of pipeline	\$2,000	3.9%	\$1,000	\$100	25	100	\$61
1	Wells	\$13,000	3.9%	\$13,000	\$1,300	25	100	\$792
10	Miles of Fence	\$2,500	3.9%	\$25,000	\$2,500	25	100	\$1,523
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				\$54,000				\$3,205
Number	Machinery & Vehicles	Price Per Unit	Interest Rate³	Price	Salvage/Cull			
1	3/4 ton pickup 4WD	\$40,000	6.0%	\$40,000	\$8,000	7	50	\$3,106
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	\$5,500	6.0%	\$5,500	\$1,100	7	100	\$854
1	Horse tack	\$3,500	6.0%	\$3,500	\$700	10	100	\$422
1	Misc. equipment	\$2,000	6.0%	\$2,000	\$400	10	100	\$241
Sub Total				\$51,000				\$4,624
Head	Purchased Livestock	Price Per Unit	Interest Rate³	Price	Salvage/Cull			
3	Horses	\$1,500	6.0%	\$4,500	\$1,710	10	100	\$482
1	Bulls	\$3,000	6.0%	\$3,750	\$1,425	4	100	\$756
5	Total AUYS							
Sub Total				\$8,250				\$1,238
Head	Retained Livestock	Price Per Unit	Interest Rate	Price	Salvage/Cull			Interest on Investment
25	Cows	\$1,400	6.0%	\$35,000	\$13,300			\$1,656
4	Replacement Heifers	\$1,400	6.0%	\$5,250	\$1,995			\$248
28	Total AUYS							
Sub Total				\$40,250	\$15,295			\$1,904
Total				<u>\$344,750</u>				<u>\$9,734</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.

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

	BREED HERD SIZE 38	COW to BULL 20	CALF CROP PERCENT ¹ 83%	CULL RATE 15%	REPLACEMENT HEIFER'S KEPT 5.625	
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	16	515	\$1.55	\$12,423	\$331.27	_____
HEIFER CALVES	10	495	\$1.47	\$7,231	\$192.83	_____
CULL COWS	6	900	\$0.85	\$4,303	\$114.75	_____
CULL BULLS	1	1200	\$0.91	\$1,092	\$29.12	_____
TOTAL	32			\$25,049	\$667.97	_____
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	5.00	\$225	\$1,125	\$30.00	_____
STATE	AUY	0.0%	\$38.04	\$0	\$0.00	_____
FEDERAL LEASE	AUY	50.0%	\$16.56	\$621	\$16.56	_____
PRIVATE(Owned)	AUY	50.0%	\$0.00	\$0	\$0.00	_____
PRIVATE(Leased Grazing)	AUY	0.0%	\$0.00	\$0	\$0.00	_____
SALT & MINERAL	TON	3.00	\$325	\$975	\$26.00	_____
PROTEIN SUPP	TON	5.63	\$500	\$2,813	\$75.00	_____
OTHER		0.00	\$0	\$0	\$0.00	_____
TOTAL				\$5,534	\$147.56	_____
2. OTHER VARIABLE COSTS				<u>COST</u>		
VET AND MEDICINE				\$593	\$15.81	_____
LIVESTOCK HAULING				\$166	\$4.43	_____
HIRED LABOR				\$1,200	\$32.00	_____
OPERATING COSTS-EQUIP & MACH				\$728	\$19.41	_____
OPERATING COSTS-VEHICLE				\$2,000	\$53.33	_____
RANCH MAINTENANCE				\$2,500	\$66.67	_____
BEEF CHECKOFF				\$26	\$0.68	_____
PURCHASED LIVESTOCK				\$6,000	\$160.00	_____
TOTAL				\$13,213	\$352.34	_____
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	<u>VALUE PER COW</u>	
				\$562	\$15.00	_____
TOTAL				\$19,309	\$514.89	_____
TOTAL				\$5,740	\$153.08	_____
OWNERSHIP COSTS						
	Annual Capital Recovery ⁴ (At Replacement Value):			Represents 65% Asset Ownership ⁵ VALUE PER COW NEW VALUE		
CASH COSTS						
Taxes & Insurance				\$4,624	\$123.31	_____
Overhead				\$2,500	\$66.67	_____
				\$7,124	\$189.98	_____
NON CASH COSTS						
Purchased Livestock				\$1,656	\$44.16	_____
Machinery & Equipment				\$4,624	\$123.31	_____
Housing & Improvements				\$3,205	\$85.47	_____
Interest on Retained Livestock ⁶				\$1,904	\$50.78	_____
Management & Operation Labor (6% of gross returns)				\$5,740	\$153.08	_____
				\$17,130	\$456.80	_____
TOTAL FIXED COSTS				\$24,254	\$646.78	_____
TOTAL CASH AND VARIABLE COSTS				\$26,433	\$704.87	_____
TOTAL COSTS				\$43,563	\$1,161.67	_____
RETURN ABOVE TOTAL CASH COSTS				(\$1,384)	(\$36.90)	_____
BREAKEVEN CALCULATIONS						
	VARIABLE COSTS	TOTAL COSTS				
REQUIRED AVG. CALF PRICES CASH COST (cwt)	\$122.84	\$168.17				
REQUIRED AVG. CALF PRICES TOTAL COSTS(cwt)	\$122.84	\$277.15				

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.