

**NORTHEAST REGION
MEDIUM COW/CALF BUDGET 2016**

BREED HERD SIZE	180	COW to BULL	20	CALF CROP PERCENT ¹	83%
CULL RATE	15%			REPLACEMENT HEIFER'S KEPT	27

VALUE OF PRODUCTION

	QUANTITY	WEIGHT	PRICE ²	VALUE	VALUE PER COW
STEER CALVES	75	550	\$2.15	\$88,333	\$490.74
HEIFER CALVES	48	515	\$2.08	\$51,096	\$283.87
CULL COWS	27	900	\$0.81	\$19,683	\$109.35
CULL BULLS	1	1200	\$0.92	\$1,104	\$6.13
FEE HUNTING	1			\$6,000	\$33.33
TOTAL	150			\$166,216	\$923.42

VARIABLE COSTS

		UNITS	QUANTITY/PERCENT	PRICE	COST	VALUE PER COW
1. FEED COSTS						
	HAY	TON	12.00	\$155	\$1,860	\$10.33
	BLM	AUY	0.0%	\$1.74	\$0	\$0.00
	STATE	AUY	17.0%	\$34.20	\$1,047	\$5.81
	FEDERAL LEASE	AUY	30.0%	\$20.88	\$3,758	\$20.88
	PRIVATE(Owned)	AUY	53.0%	\$0.00	\$0	\$0.00
	PRIVATE(Leased Grazing)	AUY	0.0%	\$0.00	\$0	\$0.00
	SALT & MINERAL	TON	7	\$710	\$4,665	\$25.92
	PROTEIN SUPP	TON	34	\$315	\$10,631	\$59.06
	OTHER					
	TOTAL				\$21,961	\$122.00
2. OTHER VARIABLE COSTS						
	VET AND MEDICINE				\$2,995	\$16.64
	LIVESTOCK HAULING				\$834	\$4.63
	HIRED LABOR				\$5,500	\$30.56
	OPERATING COSTS-EQUIP & MACH				\$3,000	\$16.67
	OPERATING COSTS-VEHICLE				\$4,500	\$25.00
	RANCH MAINTENANCE				\$4,000	\$22.22
	BEEF CHECKOFF				\$122	\$0.68
	PURCHASED LIVESTOCK				\$8,000	\$44.44
	TOTAL				\$28,951	\$160.84
3. INTEREST ON VARIABLE COSTS						
	SUM OF VARIABLE COSTS X MONTHS BORROWED					
	X INTEREST RATE PER MONTH					
	ANNUAL INTEREST RATE				7.00%	
	NUMBER OF MONTHS BORROWED				6	VALUE PER COW
						HIGH
					\$1,782	\$9.90
					\$52,694	\$292.74
	TOTAL				\$113,522	\$630.68

OWNERSHIP COSTS

		Annual Capital Recovery ⁴ (At Replacement Value):	Represents 65% Asset Ownership	VALUE PER COW
CASH COSTS				
	Taxes & Insurance		\$5,093	\$28.29
	Overhead		\$2,000	\$11.11
	Total		\$7,093	\$39.41
NON CASH COSTS				
	Purchased Livestock		\$7,356	\$40.87
	Machinery & Equipment		\$5,093	\$28.29
	Housing & Improvements		\$19,443	\$108.02
	Interest on Retained Livestock		\$16,153	\$89.74
	Management & Operation Labor (6% of gross returns)		\$9,973	\$55.41
	Total		\$58,018	\$322.32
TOTAL FIXED COSTS			\$65,111	\$361.73
TOTAL CASH AND VARIABLE COSTS			\$59,787	\$332.15
TOTAL COSTS			\$117,805	\$654.47
RETURN ABOVE TOTAL CASH COSTS			\$106,429	\$591.27
RETURN ABOVE TOTAL COSTS			\$48,411	\$268.95

BREAKEVEN CALCULATIONS

	VARIABLE COSTS	TOTAL COSTS
REQUIRED AVG. CALF PRICES CASH COST (cwt)	\$66.24	\$75.15
REQUIRED AVG. CALF PRICES TOTAL COSTS(cwt)	\$66.24	\$148.08

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 2016 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.

**NORTHEAST REGION
MEDIUM 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
7,000	Acres of private land	\$85	3.9%	\$595,000	\$595,000			
200	AU Values ¹	\$2,500	3.9%	\$500,000	\$500,000			
Sub Totals				\$1,095,000				
Number	Buildings, Improvements	Price Per Unit						
10	Miles of pipeline	\$2,000	3.9%	\$20,000	\$2,000	25	100	\$1,218
6	Wells	\$12,000	3.9%	\$72,000	\$7,200	25	100	\$4,385
50	Miles of Fence	\$4,000	3.9%	\$200,000	\$20,000	25	100	\$12,181
1	Corrals/Working Facilities	\$12,000	3.9%	\$12,000	\$1,200	30	100	\$664
1	Barns & Shop	\$18,000	3.9%	\$18,000	\$1,800	30	100	\$996
Sub Totals				\$322,000				\$19,443
Number	Machinery & Vehicles	Price Per Unit	Interest Rate³	Price	Salvage/Cull			
1	3/4 ton pickup 4WD	\$42,000	4.0%	\$42,000	\$8,400	7	50	\$2,967
0	1 ton pickup 4WD	\$45,000	4.0%	\$0	\$0	7	50	\$0
0	Tractor	\$7,000	4.0%	\$0	\$0	7	100	\$0
1	Gooseneck trailer	\$7,500	4.0%	\$7,500	\$1,500	7	100	\$1,060
1	Horse tack	\$3,500	4.0%	\$3,500	\$700	10	100	\$373
1	Misc. equipment	\$6,500	4.0%	\$6,500	\$1,300	10	100	\$693
Sub Total				\$59,500				\$5,093
Head	Purchased Livestock	Price Per Unit	Interest Rate³	Price	Salvage/Cull			
6	Horses	\$1,200	4.0%	\$7,200	\$2,736	10	100	\$660
9	Bulls	\$4,000	4.0%	\$36,000	\$13,680	4	100	\$6,696
40	Cows	\$2,500	4.0%	\$100,000	\$38,000	8	100	\$10,729
69	Total AUUs							
Sub Total				\$43,200				\$7,356
Head	Retained Livestock	Price Per Unit	Interest Rate	Price	Salvage/Cull			Interest on Investment
180	Cows	\$2,500	4.0%	\$450,000	\$171,000			\$14,194
27	Replacement Heifers	\$2,300	4.0%	\$62,100	\$23,598			\$1,959
200	Total AUUs							
Sub Total				\$512,100	\$194,598			\$16,153
Total				<u>\$2,031,800</u>				<u>\$40,689</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.