

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

BREED HERD SIZE 100 COW to BULL 20 CALF CROP PERCENT<sup>1</sup> 85%  
CULL RATE 15% REPLACEMENT HEIFER'S KEPT 15

**VALUE OF PRODUCTION**

	QUANTITY	WEIGHT	PRICE <sup>2</sup>	VALUE	VALUE PER COW	NEW VALUE
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>	_____

**VARIABLE COSTS**

		UNITS	QUANTITY/PERCENT	PRICE	COST	VALUE PER COW	NEW VALUE
<b>1. FEED COSTS</b>							
	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>							
	VET AND MEDICINE				<u>\$1,540</u>	\$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>							
	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	
					\$999	\$9.99	_____
					<u>\$34,284</u>	<u>\$342.84</u>	_____
	<b>TOTAL</b>				<b>\$41,732</b>	<b>\$417.32</b>	_____

**OWNERSHIP COSTS**

		Annual Capital Recovery <sup>4</sup> (At Replacement Valve):	Represents 65% Asset Ownership <sup>5</sup>	VALUE PER COW	NEW VALUE
<b>CASH COSTS</b>					
	Taxes & Insurance			\$5,624	\$56.24
	Overhead			\$3,000	\$30.00
	<b>Total</b>			<u>\$8,624</u>	<u>\$86.24</u>
<b>NON CASH COSTS</b>					
	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)			<u>\$4,561</u>	<u>\$45.61</u>
	<b>Total</b>			<u>\$27,521</u>	<u>\$275.21</u>
<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>

**BREAKEVEN CALCULATIONS**

	VARIABLE COSTS	TOTAL COSTS
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.