

**SOUTHEAST REGION
LARGE COW/CALF BUDGET**

BREED HERD SIZE CULL RATE	320 15%	COW to BULL	20	CALF CROP PERCENT ¹ REPLACEMENT HEIFER'S KEPT	83% 48
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VALUE OF PRODUCTION

	QUANTITY	WEIGHT	PRICE ²	VALUE	VALUE PER COW	NEW VALUE
STEER CALVES	133	510	\$1.09	\$73,824	\$230.70	
HEIFER CALVES	85	485	\$1.01	\$41,539	\$129.81	
CULL COWS	37	900	\$0.43	\$14,319	\$44.75	
CULL BULLS	1	1200	\$0.50	\$600	\$1.88	
TOTAL	256			\$130,282	\$407.13	

VARIABLE COSTS

		UNITS	QUANTITY/PERCENT	PRICE	COST	VALUE PER COW	NEW VALUE
1. FEED COSTS							
	HAY	TON	28.00	\$150	\$4,200	\$13.13	
	STATE	AUY	45.0%	\$33.36	\$4,804	\$15.01	
	FEDERAL LEASE	AUY	25.0%	\$18.12	\$5,798	\$18.12	
	PRIVATE(Owned)	AUY	30.0%	\$0.00	\$0	\$0.00	
	PRIVATE(Leased Grazing)	AUY	0.0%	\$0.00	\$0	\$0.00	
	SALT & MINERAL	TON	5.00	\$250	\$1,250	\$3.91	
	PROTEIN SUPP	TON	14.00	\$350	\$4,900	\$15.31	
	OTHER		0.00	\$0	\$0	\$0.00	
	TOTAL				\$20,952	\$65.48	
2. OTHER VARIABLE COSTS							
	VET AND MEDICINE				\$4,240	\$13.25	
	LIVESTOCK HAULING				\$1,278	\$3.99	
	HIRED LABOR				\$16,500	\$51.56	
	OPERATING COSTS-EQUIP & MACH				\$2,530	\$7.91	
	OPERATING COSTS-VEHICLE				\$4,400	\$13.75	
	RANCH MAINTENANCE				\$2,585	\$8.08	
	BEEF CHECKOFF				\$218	\$0.68	
	LIVESTOCK PURCHASES				\$6,500	\$20.31	
	TOTAL				\$38,251	\$119.53	
3. INTEREST ON VARIABLE COSTS							
	SUM OF VARIABLE COSTS X MONTHS BORROWED						
	X INTEREST RATE PER MONTH						
	ANNUAL INTEREST RATE				7.50%		
	NUMBER OF MONTHS BORROWED				6	VALUE PER COW	
					\$2,220	\$6.94	
	TOTAL				\$61,423	\$191.95	
	TOTAL				\$68,859	\$215.18	

OWNERSHIP COSTS

		Annual Capital Recovery ⁴ (At Replacement Value):	Represents 65% Asset Ownership ⁵	VALUE PER COW	NEW VALUE
CASH COSTS					
	Taxes & Insurance			\$8,424	\$26.32
	Overhead			\$2,500	\$7.81
	Total			\$10,924	\$34.14
NON CASH COSTS					
	Purchased Livestock			\$7,155	\$22.36
	Machinery & Equipment			\$8,424	\$26.32
	Housing & Improvements			\$24,969	\$78.03
	Interest on Retained Livestock ⁶			\$15,090	\$47.16
	Management & Operation Labor (6% of gross returns)			\$7,817	\$24.43
	Total			\$63,455	\$198.30
	TOTAL FIXED COSTS			\$74,379	\$232.44
	TOTAL CASH AND VARIABLE COSTS			\$72,347	\$226.08
	TOTAL COSTS			\$135,802	\$424.38
	RETURN ABOVE TOTAL CASH COSTS			\$57,935	\$181.05
	RETURN ABOVE TOTAL COSTS			(\$5,521)	(\$17.25)

BREAKEYEN CALCULATIONS

	VARIABLE COSTS	TOTAL COSTS
REQUIRED AVG. CALF PRICES CASH COST (cwt)	\$46.48	\$54.75
REQUIRED AVG. CALF PRICES TOTAL COSTS(cwt)	\$46.48	\$102.77

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 2009 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.

**SOUTHEAST 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
6,000	Acres of private land	\$65	3.9%	\$390,000	\$390,000			
400	AU Values ¹	\$2,450	3.9%	\$980,000	\$980,000			
Sub Totals				\$1,370,000				
Number	Buildings, Improvements	Price Per Unit						
12	Miles of pipeline	\$2,000	3.9%	\$24,000	\$2,400	25	100	\$1,462
6	Wells	\$11,000	3.9%	\$66,000	\$6,600	25	100	\$4,020
75	Miles of Fence	\$4,000	3.9%	\$300,000	\$30,000	25	100	\$18,271
1	Corrals/Working Facilities	\$10,000	3.9%	\$10,000	\$1,000	30	100	\$553
1	Barns & Shop	\$12,000	3.9%	\$12,000	\$1,200	30	100	\$664
Sub Totals				\$412,000				\$24,969
Number	Machinery & Vehicles	Price Per Unit	Interest Rate³	Price	Salvage/Cull			
1	3/4 ton pickup 4WD	\$30,000	7.5%	\$30,000	\$6,000	7	50	\$2,491
1	1 ton pickup 4WD	\$32,000	7.5%	\$32,000	\$6,400	7	50	\$2,657
0	Dozer/Tractor	\$5,000	7.5%	\$0	\$0	7	100	\$0
2	Gooseneck trailer	\$6,500	7.5%	\$13,000	\$2,600	7	100	\$2,159
1	Horse tack	\$4,000	7.5%	\$4,000	\$800	10	100	\$526
1	Misc. equipment	\$4,500	7.5%	\$4,500	\$900	10	100	\$592
Sub Total				\$83,500				\$8,424
Head	Purchased Livestock	Price Per Unit	Interest Rate³	Price	Salvage/Cull			
8	Horses	\$2,500	6.5%	\$20,000	\$7,600	10	100	\$2,219
16	Bulls	\$1,500	6.5%	\$24,000	\$9,120	4	100	\$4,936
80	Cows	\$800	6.5%	\$64,000	\$24,320	8	100	\$8,098
130	Total AUYS							\$7,155
Head	Retained Livestock	Price Per Unit	Interest Rate	Price	Salvage/Cull			Interest on Investment
320	Cows	\$800	6.5%	\$256,000	\$97,280			\$13,122
48	Replacement Heifers	\$800	6.5%	\$38,400	\$14,592			\$1,968
356	Total AUYS							\$15,090
Sub Total				\$294,400	\$111,872			\$15,090
Total				<u>\$2,203,900</u>				<u>\$48,483</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 7.50% was used.

3) A rate of 6.50 percent reflects a typical return on a low -risk investment (30 YR Treasury Bond)