

**SOUTHEAST REGION  
MEDIUM COW/CALF BUDGET 2012**

	BREED HERD SIZE CULL RATE	180 15%	COW to BULL	20	CALF CROP PERCENT <sup>1</sup> REPLACEMENT HEIFER'S KEPT	85% 27
<b>VALUE OF PRODUCTION</b>						
	<u>QUANTITY</u>	<u>WEIGHT</u>	<u>PRICE<sup>2</sup></u>	<u>VALUE</u>	<u>VALUE PER COW</u>	
STEER CALVES	77	510	\$1.39	\$54,231	\$301.28	_____
HEIFER CALVES	50	485	\$1.31	\$31,450	\$174.72	_____
CULL COWS	27	900	\$0.66	\$16,038	\$89.10	_____
CULL BULLS	1	1200	\$0.72	\$864	\$4.80	_____
TOTAL	154			\$102,583	\$569.90	_____
<b>VARIABLE COSTS</b>						
				<u>VALUE PER COW</u>		
1. FEED COSTS	<u>UNITS</u>	<u>QUANTITY/PERCENT</u>	<u>PRICE</u>	<u>COST</u>	<u>NEW VALUE</u>	
HAY	TON	14.00	\$125	\$1,750	\$9.72	_____
STATE	AUY	45.0%	\$38.04	\$3,081	\$17.12	_____
FEDERAL LEASE	AUY	25.0%	\$21.60	\$3,888	\$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	2.50	\$300	\$750	\$4.17	_____
PROTEIN SUPP	TON	8.00	\$525	\$4,200	\$23.33	_____
OTHER		0.00	\$0	\$0	\$0.00	_____
TOTAL				\$13,669	\$75.94	_____
2. OTHER VARIABLE COSTS				<u>COST</u>		
VET AND MEDICINE				\$2,698	\$14.99	_____
LIVESTOCK HAULING				\$755	\$4.20	_____
HIRED LABOR				\$6,000	\$33.33	_____
OPERATING COSTS-EQUIP & MACH				\$3,075	\$17.08	_____
OPERATING COSTS-VEHICLE				\$4,244	\$23.58	_____
RANCH MAINTENANCE				\$2,460	\$13.67	_____
BEEF CHECKOFF				\$126	\$0.70	_____
PURCHASED LIVESTOCK				\$9,000	\$50.00	_____
TOTAL				\$28,358	\$157.54	_____
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	<u>VALUE PER COW</u>	
				\$1,471	\$8.17	_____
				\$43,498	\$241.65	_____
TOTAL				\$59,085	\$328.25	_____
<b>OWNERSHIP COSTS</b>						
Annual Capital Recovery <sup>4</sup> (At Replacement Valve):				Represents 65% Asset Ownership <sup>5</sup> <u>VALUE PER COW</u> <u>NEW VALUE</u>		
CASH COSTS						
Taxes & Insurance				\$4,324	\$24.02	_____
Overhead				\$3,500	\$19.44	_____
Total				\$7,824	\$43.47	_____
NON CASH COSTS						
Purchased Livestock				\$5,636	\$31.31	_____
Machinery & Equipment				\$4,324	\$24.02	_____
Housing & Improvements				\$9,865	\$54.81	_____
Interest on Retained Livestock <sup>6</sup>				\$11,426	\$63.48	_____
Management & Operation Labor ( 6% of gross returns)				\$6,155	\$34.19	_____
Total				\$37,406	\$207.81	_____
TOTAL FIXED COSTS				\$45,230	\$251.28	_____
TOTAL CASH AND VARIABLE COSTS				\$51,322	\$285.12	_____
TOTAL COSTS				\$88,728	\$492.93	_____
RETURN ABOVE TOTAL CASH COSTS				\$51,261	\$284.78	_____
RETURN ABOVE TOTAL COSTS				\$13,855	\$76.97	_____

**BREAKEVEN CALCULATIONS**

	VARIABLE COSTS	TOTAL COSTS
REQUIRED AVG. CALF PRICES CASH COST (cwt)	\$57.15	\$67.42
REQUIRED AVG. CALF PRICES TOTAL COSTS(cwt)	\$57.15	\$116.57

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 2012 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.