

**SOUTHEAST REGION  
EX-LARGE COW/CALF BUDGET 2013**

BREED HERD SIZE 413 COW to BULL 20 CALF CROP PERCENT<sup>1</sup> 85%  
CULL RATE 15% REPLACEMENT HEIFER'S KEPT 61.875

**VALUE OF PRODUCTION**

	<u>QUANTITY</u>	<u>WEIGHT</u>	<u>PRICE<sup>2</sup></u>	<u>VALUE</u>	<u>VALUE PER COW</u>	<u>NEW VALUE</u>
STEER CALVES	175	510	\$1.49	\$133,220	\$322.96	_____
HEIFER CALVES	113	485	\$1.41	\$77,574	\$188.06	_____
CULL COWS	92	900	\$0.76	\$62,843	\$152.35	_____
CULL BULLS	1	1200	\$0.82	\$984	\$2.39	_____
FEE HUNTING	1			<u>\$6,000</u>	<u>\$14.55</u>	_____
<b>TOTAL</b>	<b>382</b>			<b>\$274,621</b>	<b>\$665.75</b>	_____

**VARIABLE COSTS**

	<u>UNITS</u>	<u>QUANTITY/PERCENT</u>	<u>PRICE</u>	<u>COST</u>	<u>VALUE PER COW</u>	<u>NEW VALUE</u>
<b>1. FEED COSTS</b>						
HAY	TON	33.00	\$125	\$4,125	\$10.00	_____
STATE	AUY	45.0%	\$38.04	\$7,061	\$17.12	_____
FEDERAL LEASE	AUY	25.0%	\$21.60	\$8,910	\$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	15	\$290	\$4,366	\$10.59	_____
PROTEIN SUPP	TON	41	\$490	\$20,213	\$49.00	_____
<b>TOTAL</b>				<b>\$44,675</b>	<b>\$108.30</b>	_____

**2. OTHER VARIABLE COSTS**

	<u>COST</u>	<u>VALUE PER COW</u>	<u>NEW VALUE</u>
VET AND MEDICINE	\$6,353	\$15.40	_____
LIVESTOCK HAULING	\$1,923	\$4.66	_____
HIRED LABOR	\$27,000	\$65.45	_____
OPERATING COSTS-EQUIP & MACH	\$4,822	\$11.69	_____
OPERATING COSTS-VEHICLE	\$4,959	\$12.02	_____
RANCH MAINTENANCE	\$4,408	\$10.69	_____
BEEF CHECKOFF	\$289	\$0.70	_____
OTHER	<u>\$10,000</u>	<u>\$24.24</u>	_____
<b>TOTAL</b>	<b>\$59,754</b>	<b>\$144.86</b>	_____

**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	<b>VALUE PER COW</b>
		\$3,133	\$7.59
<b>TOTAL</b>		<b>\$107,562</b>	<b>\$260.76</b>
		<b>\$167,059</b>	<b>\$404.99</b>

**OWNERSHIP COSTS**

	<u>Annual Capital Recovery<sup>4</sup> (At Replacement Valve):</u>	<u>Represents 65% Asset Ownership<sup>5</sup></u>	<u>VALUE PER COW</u>	<u>NEW VALUE</u>
<b>CASH COSTS</b>				
Taxes & Insurance		\$16,056	\$38.92	_____
Overhead		\$5,000	\$12.12	_____
<b>Total</b>		<b>\$21,056</b>	<b>\$51.04</b>	_____
<b>NON CASH COSTS</b>				
Purchased Livestock		\$14,409	\$34.93	_____
Machinery & Equipment		\$16,056	\$38.92	_____
Housing & Improvements		\$35,754	\$86.68	_____
Interest on Retained Livestock <sup>6</sup>		\$31,423	\$76.18	_____
Management & Operation Labor ( 6% of gross returns)		<u>\$16,477</u>	<u>\$39.94</u>	_____
<b>Total</b>		<b>\$114,118</b>	<b>\$276.65</b>	_____
<b>TOTAL FIXED COSTS</b>		<b>\$135,174</b>	<b>\$327.69</b>	_____
<b>TOTAL CASH AND VARIABLE COSTS</b>		<b>\$128,617</b>	<b>\$311.80</b>	_____
<b>TOTAL COSTS</b>		<b>\$242,736</b>	<b>\$588.45</b>	_____
<b>RETURN ABOVE TOTAL CASH COSTS</b>		<b>\$146,003</b>	<b>\$353.95</b>	_____
<b>RETURN ABOVE TOTAL COSTS</b>		<b>\$31,885</b>	<b>\$77.30</b>	_____

**BREAKEVEN CALCULATIONS**

	<u>VARIABLE COSTS</u>	<u>TOTAL COSTS</u>
REQUIRED AVG. CALF PRICES CASH COST (cwt)	\$61.66	\$73.73
REQUIRED AVG. CALF PRICES TOTAL COSTS(cwt)	\$61.66	\$139.15

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.

**SOUTHEAST REGION  
EXTRA-LARGE 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>
10,000	Acres of private land	\$65	3.9%	\$650,000	\$650,000			
550	AU Values <sup>1</sup>	\$2,450	3.9%	\$1,347,500	\$1,347,500			
<b>Sub Totals</b>				\$1,997,500				
<b>Number</b>	<b>Buildings, Improvements</b>	<b>Price Per Unit</b>						
15	Miles of pipeline	\$2,000	3.9%	\$30,000	\$3,000	25	100	\$1,827
8	Wells	\$11,000	3.9%	\$88,000	\$8,800	25	100	\$5,360
110	Miles of Fence	\$4,000	3.9%	\$440,000	\$44,000	25	100	\$26,798
2	Corrals/Working Facilities	\$10,000	3.9%	\$20,000	\$2,000	30	100	\$1,106
1	Barns & Shop	\$12,000	3.9%	\$12,000	\$1,200	30	100	\$664
<b>Sub Totals</b>				\$590,000				\$35,754
<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>			
2	3/4 ton pickup 4WD	\$42,000	6.0%	\$84,000	\$16,800	7	50	\$6,523
1	1 ton pickup 4WD	\$45,000	6.0%	\$45,000	\$9,000	7	50	\$3,494
1	Tractor	\$7,000	6.0%	\$7,000	\$1,400	7	100	\$1,087
3	Gooseneck trailer	\$7,000	6.0%	\$21,000	\$4,200	7	100	\$3,261
1	Horse tack	\$6,000	6.0%	\$6,000	\$1,200	10	100	\$724
1	Misc. equipment	\$8,000	6.0%	\$8,000	\$1,600	10	100	\$966
<b>Sub Total</b>				\$171,000				\$16,056
<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>			
12	Horses	\$1,500	6.0%	\$18,000	\$6,840	10	100	\$1,927
21	Bulls	\$3,000	6.0%	\$61,875	\$23,513	4	100	\$12,482
110	Cows	\$1,400	6.0%	\$154,000	\$58,520	8	100	\$18,887
<b>178</b>	<b>Total AUUs</b>							
<b>Sub Total</b>				\$79,875				\$14,409
<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>	
412.5	Cows	\$1,400	6.0%	\$577,500	\$219,450			\$27,324
62	Replacement Heifers	\$1,400	6.0%	\$86,625	\$32,918			\$4,099
<b>459</b>	<b>Total AUUs</b>							
<b>Sub Total</b>				\$664,125	\$252,368			\$31,423
<b>Total</b>				<u>\$3,502,500</u>				<u>\$83,233</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.