

**SOUTHWEST REGION
MEDIUM COW/CALF BUDGET 2018**

BREED HERD SIZE 180 COW to BULL 15 CALF CROP PERCENT1 84%
CULL RATE 15% REPLACEMENT HEIFER'S KEPT 27

VALUE OF PRODUCTION						
	QUANTITY	WEIGHT	PRICE ²	VALUE	VALUE PER COW	NEW VALUE
STEER CALVES	76	500	\$1.50	\$56,700	\$315.00	_____
HEIFER CALVES	49	475	\$1.45	\$33,473	\$185.96	_____
CULL COWS	27	900	\$0.50	\$12,150	\$67.50	_____
CULL BULLS	1	1200	\$0.62	\$744	\$4.13	_____
TOTAL				\$103,067	\$572.60	_____

VARIABLE COSTS							
						VALUE PER COW	NEW VALUE
1. FEED COSTS	UNITS	QUANTITY/PERCENT	PRICE	COST			
HAY	TON	18.00	\$160	\$2,880	\$16.00	_____	
STATE	AUY	30.0%	\$38.04	\$2,054	\$11.41	_____	
FEDERAL LEASE	AUY	60.0%	\$20.88	\$3,758	\$20.88	_____	
PRIVATE(Owned)	AUY	10.0%	\$0.00	\$0	\$0.00	_____	
PRIVATE(Leased Grazing)	AUY	0.0%	\$0.00	\$0	\$0.00	_____	
SALT & MINERAL	TON	7	\$690	\$4,533	\$25.19	_____	
PROTEIN SUPP	TON	18	\$340	\$6,120	\$34.00	_____	
TOTAL				\$19,346	\$107.48	_____	

2. OTHER VARIABLE COSTS				COST		
VET AND MEDICINE				\$2,430	\$13.50	_____
LIVESTOCK HAULING				\$706	\$3.92	_____
HIRED LABOR				\$5,000	\$27.78	_____
OPERATING COSTS-EQUIP & MACH				\$2,575	\$14.31	_____
OPERATING COSTS-VEHICLE				\$3,605	\$20.03	_____
RANCH MAINTENANCE				\$4,120	\$22.89	_____
BEEF CHECKOFF				\$124	\$0.69	_____
PURCHASED LIVESTOCK				\$6,000	\$33.33	_____
TOTAL				\$24,560	\$136.44	_____

3. INTEREST ON VARIABLE COSTS						
SUM OF VARIABLE COSTS X MONTHS BORROWED						
X INTEREST RATE PER MONTH						
ANNUAL INTEREST RATE						
				6.50%		
NUMBER OF MONTHS BORROWED						
				6	VALUE PER COW	
				\$1,427	\$7.93	_____
				\$45,332	\$251.85	_____
TOTAL				\$57,735	\$320.75	_____

OWNERSHIP COSTS						
				Represents 65% Asset Ownership ⁵	VALUE PER COW	NEW VALUE
Annual Capital Recovery ³ (At Replacement Value):						
CASH COSTS						
Taxes & Insurance				\$9,244	\$51.35	_____
Overhead				\$2,000	\$11.11	_____
Total				\$11,244	\$62.46	_____
NON CASH COSTS						
Purchased Livestock				\$4,904	\$27.24	_____
Machinery & Equipment				\$9,244	\$51.35	_____
Housing & Improvements				\$16,731	\$92.95	_____
Interest on Retained Livestock ⁶				\$11,497	\$63.87	_____
Management & Operation Labor (6% of gross returns)				\$6,184	\$34.36	_____
Total				\$48,560	\$269.78	_____
TOTAL FIXED COSTS				\$59,803	\$332.24	_____
TOTAL CASH AND VARIABLE COSTS				\$56,576	\$314.31	_____
TOTAL COSTS				\$105,136	\$584.09	_____
RETURN ABOVE TOTAL CASH COSTS				\$46,491	\$258.28	_____
RETURN ABOVE TOTAL COSTS				-\$2,068	-\$11.49	_____

BREAKEVEN CALCULATIONS		
	VARIABLE COSTS	TOTAL COSTS
REQUIRED AVERAGE CALF PRICES CASH COST (cwt)	\$61.50	\$76.75
REQUIRED AVERAGE CALF PRICES TOTAL COSTS(cwt)	\$61.50	\$142.63

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 2018 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.