

Table 15
 Estimated Returns and Expenses
 Beef Cow and Calf, Fed Hay Over Winter
 Winter Calving, 30-cow Herd, 35 Animal Units

<i>ITEM</i>	<i>DESCRIPTION</i>	<i>UNIT</i>	<i>QUANTITY</i>	<i>PRICE</i> (\$)	<i>AMOUNT</i> (\$)	<i>PER</i> <i>COW</i>	<i>YOUR</i> <i>FARM</i>
Revenue							
Feeder Heifers	9 head @ 465 lbs.	cwt	41.85	90.00	3,766.50	125.55	_____
Feeder Steers	13 head @ 510 lbs.	cwt	66.30	100.00	6,630.00	221.00	_____
Cull Cows	5 head @ 900 lbs.	cwt	45.00	45.00	2,025.00	67.50	_____
Death Loss	2.00%				-283.50	-8.10	_____
Beef Checkoff	At Market	head	27.00	1.00	<u>-27.00</u>	<u>-0.90</u>	_____
Total Revenue					12,111.00	403.70	_____
Variable Expenses							
Feed	Ground Corn	bu	47.70	4.20	200.34	6.68	_____
	Hay	ton	44.00	55.00	2,420.00	80.67	_____
	Pasture 1.5 acre/au	acre	52.50	74.12	3,891.30	129.71	_____
Salt & Minerals		au	35.00	20.90	731.50	24.38	_____
Vet & Med		head	30.00	15.80	474.00	15.80	_____
Marketing		head	27.00	14.00	378.00	12.60	_____
Truck		head	27.00	5.00	135.00	4.50	_____
Machinery		hour	20.00	4.00	<u>80.00</u>	<u>2.67</u>	_____
Total Variable Expenses					8,310.14	277.00	_____
Return Above Variable Expenses					3,800.86	126.70	_____
Fixed Expenses							
Depreciation	Bldgs. & Equip	head	30.00	15.58	467.40	15.58	_____
Repairs	Bldgs. & Equip	head	30.00	3.36	100.80	3.36	_____
Depreciation	Bull	head	30.00	5.16	154.80	5.16	_____
Depr. & Repairs	Fences	head	30.00	12.00	360.00	12.00	_____
Tractor, 50 hp		hour	20.00	3.00	<u>60.00</u>	<u>2.00</u>	_____
Total Fixed Expenses					1,143.00	38.10	_____
Total Variable and Fixed Expenses					9,453.14	315.10	_____
Net Return to Land, Labor, Capital, and Management					2,657.86	88.60	_____
Interest							
Cow & Sire	\$511 @ 7%	head	30.00	40.88	1,226.40	40.88	_____
Bldgs. & Equip	1/2 Investment Cost	head	30.00	20.18	605.40	20.18	_____
Fixed Capital	Mach. & Equipment	hour	20.00	1.08	<u>21.60</u>	<u>0.72</u>	_____
Total					1,853.40	61.78	_____
Total Variable, Fixed and Interest Expenses					11,306.54	376.88	_____
Net Return to Land, Labor, and Management					804.46	26.82	_____
Labor		hour	270.00	8.50	2,295.00	76.50	_____
Total All Expenses					13,601.54	453.38	_____
Net Return to Land and Management					-1,490.54	-49.68	_____

Budget Summary, Beef Cow and Calf Fed Hay Over Winter

The beef herd includes 30 crossbred cows, 5 raised replacement heifers, and one bull. A 90% calf crop results in 13 steers and 14 heifers, with 5 heifers kept as replacements each year. Cows are bred to calve on February 15, and calves are sold on October 15, on average.

The budget assumes 1.5 acres of permanent pasture per animal unit for a total of 52.5 acres (30 cows = 30 animal units, 1 bull = 1 animal unit, and 5 heifers = 4 animal units). Cows receive good quality grass/clover hay at the rate of 16 lbs./head/day for 75 days prior to calving, and 25 lbs./head/day for 45 days after calving. Heifers consume 16 lbs./head/day of grass/clover hay, plus 3 lbs/head/day of ground corn for 178 days (Oct. 15 to April 11). The bull consumes 30 lbs. of hay daily for 135 days. Salt and mineral mixture is fed at the rate of 4 ounces per animal unit daily, year round. Veterinary and medicine expenses include calf vaccinations, internal and external parasite control costs for all animals, calf implants (steers and market heifers), and pregnancy check for females.

A tractor is used 20 hours annually to feed hay. Interest and depreciation on buildings and equipment is included to represent ownership costs of these assets. Interest expenses are calculated using a 9% interest rate.