

BEEF CATTLE COW-CALF OPERATION 250 COW HERD BY WAYNE JENSEN, FARM ADVISOR  
 SANTA BARBARA COUNTY 1980  
 LEASED RANGELAND INCLUDES REPAIRS ON FACILITIES

ITEM	WEIGHT EACH	UNIT	PRICE OR COST/UNIT	QUANTITY	VALUE OR COST	YOUR COST
<b>1. GROSS RECEIPTS</b>						
CALVES, STEER	4.75	CWT.	85.000	107.000	43201.25	
CALVES, HEIFER	4.25	CWT.	80.000	58.000	19720.00	
CULL COW	9.50	CWT.	50.000	44.000	20900.00	
CULL BULL	15.00	CWT.	55.000	2.000	1650.00	
2.0 PERCENT DEATH LOSS		DOL.			( 1709.42)	
<b>TOTAL GROSS INCOME PER HEAD</b>					<b>83761.82</b>	<b>335.0473</b>
<b>2. VARIABLE COSTS</b>						
<b>FEED COSTS</b>						
PROTEIN SUPPLE.		TON	300.000	10.500	3150.00	
SALT & MINERALS		TON	95.000	4.800	456.00	
FEED FOR HORSES		TON	100.000	16.000	1608.00	
FEED FOR BULLS		TON	85.000	60.000	5100.00	
FEED FOR HEIFERS		TON	85.000	250.000	21250.00	
<b>TOTAL FEED COST</b>					<b>31564.00</b>	
<b>OTHER COSTS</b>						
REPLACE BULL		HEAD	1500.000	2.000	3000.00	
VET-BULLS		HEAD	10.000	20.000	200.00	
INSUR PREMIUMS		DOL.	1000.000	1.000	1000.00	
LICENSES		DOL.	150.000	1.000	150.00	
VET-COWS		HEAD	3.500	300.000	1050.00	
VET-REPL CALVES		HEAD	1.000	175.000	175.00	
VET-SALE CALVES		HEAD	1.500	165.000	247.50	
FARM ORG DUES		DOL.	200.000	1.000	200.00	
MISC. HORSE CARE		DOL.	30.000	12.000	360.00	
HIRED LABOR		HOOR	6.250	120.000	750.00	
MACHINERY (FUEL-LUBE-REP)		DOL.			5266.20	
EQUIPMENT (FUEL-LUBE-REP)		DOL.			951.07	
INTEREST ON OPER. CAP.		DOL.	0.140	23844.75	3338.26	
<b>TOTAL VARIABLE COSTS</b>					<b>48252.03</b>	
<b>VAR. COST PER HEAD</b>					<b>193.0081</b>	
<b>3. INCOME ABOVE OPERATING COSTS</b>						
<b>INCOME PER HEAD</b>					<b>35509.79</b>	<b>142.0392</b>
<b>4. CASH OVERHEAD</b>						
CASH RENT (RANGE )		ACRE	9.000	3350.000	30150.00	
MISC. OFFICE & BOOKKEEPING ( 1.2% OF VARIABLE COSTS)					579.02	
<b>TOTAL CASH OVERHEAD</b>					<b>30729.02</b>	
<b>OVERHEAD COST PER HEAD</b>					<b>122.9161</b>	
<b>5. INCOME ABOVE CASH COSTS</b>						
<b>INCOME PER HEAD</b>					<b>4780.77</b>	<b>19.1231</b>
<b>6. FIXED COSTS</b>						
<b>CAPITAL &amp; INTEREST</b>						
INT. ON LIVESTOCK CAPITAL		DOL.	0.140	227437.50	31841.25	
INT. ON EQUIPMENT CAPITAL		DOL.	0.107	16971.25	1810.83	
INT. ON MACHINERY CAPITAL		DOL.	0.140	4179.45	585.12	
<b>TOTAL INTEREST</b>					<b>34237.21</b>	
<b>DEPRECIATION</b>						
DEPR. ON LIVESTOCK		DOL.			112.50	
DEPR. ON EQUIPMENT		DOL.			1772.79	
DEPR. ON MACHINERY		DOL.			851.21	
<b>TOTAL DEPRECIATION</b>					<b>2736.50</b>	
<b>TOTAL FIXED COSTS</b>					<b>36973.71</b>	
<b>FIXED COSTS PER HEAD</b>					<b>147.8948</b>	
<b>7. TOTAL COSTS</b>						
<b>TOTAL COST PER HEAD</b>					<b>115954.76</b>	<b>463.8191</b>
<b>8. NET RETURNS</b>						
<b>NET RETURNS PER HEAD</b>					<b>-32192.94</b>	<b>-128.7718</b>

RETURNS ARE TO OPERATOR'S LABOR & MANAGEMENT CALVES SOLD IN JULY  
 86% CALFCROP 20% REPLACEMENT RATE 2.4% COW MORTALITY  
 CALVING IN OCTOBER-NOVEMBER REPLACEMENTS BREDED 2 YEARS UPDATED 04/23/80

BUDGET IDENTIFICATION NO. 1 242001001001 2 BRN NO. 417  
 DATE PRINTED: 04/23/80 SALE MONTH: 7 PRODUCTION UNIT 250.0 HEAD

1980 default data

BEEF CATTLE COW-CALF OPERATION 250 COW HERD BY WAYNE JENSEN, FARM ADVISOR  
 SANTA BARBARA COUNTY 1980  
 LEASED RANGELAND INCLUDES REPAIRS ON FACILITIES

MONTHLY SUMMARY OF RECEIPTS AND EXPENSES												
YEAR UNIT	JAN	FEB	MAR	APR	MAY	JUN	JUL	AUG	SEP	OCT	NOV	DEC
TOTAL RECEIPTS 1 DOL.	0.	0.	0.	0.	0.	0.	85471.	0.	0.	0.	0.	0.
OPERATING INPUTS:												
PROTEIN SUPPLE. 1 DOL.	0.	0.	0.	0.	0.	0.	0.	0.	1050.	1050.	1050.	0.
SALT & MINERALS 1 DOL.	38.	38.	38.	38.	38.	38.	38.	38.	38.	38.	38.	38.
FEED FOR HORSES 1 DOL.	134.	134.	134.	134.	134.	134.	134.	134.	134.	134.	134.	134.
FEED FOR BULLS 1 DOL.	0.	0.	0.	0.	0.	0.	0.	0.	0.	2550.	2550.	0.
FEED FOR HEIFERS 1 DOL.	0.	0.	0.	0.	0.	0.	10625.	10625.	0.	0.	0.	0.
REPLACE BULL 1 DOL.	0.	0.	0.	0.	0.	0.	0.	0.	0.	3000.	0.	0.
VET-BULLS 1 DOL.	0.	0.	50.	0.	0.	50.	0.	0.	0.	100.	0.	0.
INSUR PREMIUMS 1 DOL.	1000.	0.	0.	0.	0.	0.	0.	0.	0.	0.	0.	0.
LICENSES 1 DOL.	0.	0.	0.	0.	0.	0.	150.	0.	0.	0.	0.	0.
VET-COWS 1 DOL.	0.	0.	0.	0.	0.	0.	0.	0.	0.	1050.	0.	0.
VET-REPL CALVES 1 DOL.	0.	0.	75.	0.	0.	0.	100.	0.	0.	0.	0.	0.
VET-SALE CALVES 1 DOL.	0.	0.	248.	0.	0.	0.	0.	0.	0.	0.	0.	0.
FARM ORG DUES 1 DOL.	200.	0.	0.	0.	0.	0.	0.	0.	0.	0.	0.	0.
MISC. HORSE CARE 1 DOL.	60.	0.	60.	0.	60.	0.	60.	0.	60.	0.	60.	0.
HIRE LABOR 1 DOL.	0.	0.	188.	0.	0.	188.	0.	0.	188.	0.	0.	188.
MACHRY FUEL COST 1 DOL.	242.	242.	242.	242.	242.	242.	242.	242.	242.	242.	242.	242.
MACHRY LUBE COST 1 DOL.	36.	36.	36.	36.	36.	36.	36.	36.	36.	36.	36.	36.
MACH REPAIR COST 1 DOL.	161.	161.	161.	161.	161.	161.	161.	161.	161.	161.	161.	161.
EQUIP REPAIR COST 1 DOL.	79.	79.	79.	79.	79.	79.	79.	79.	79.	79.	79.	79.
INT. ON OPER CAP. 1 DOL.	137.	40.	61.	24.	18.	11.	0.	1452.	232.	886.	406.	
*** TOTALS OF THE ABOVE ITEMS ARE LISTED IN THE VARIABLE COST SECTION ON THE REVERSE SIDE ***												
COST 1 DOL.	2087.	730.	1371.	714.	768.	938.	11625.	12767.	2219.	9326.	4756.	549.

LABOR USE SUMMARY												
MACHINERY LABOR 1 HOUR	56.	56.	56.	56.	56.	56.	56.	56.	56.	56.	56.	56.
EQUIPMENT LABOR 1 HOUR	2.	2.	2.	2.	2.	2.	2.	2.	2.	2.	2.	2.

LIVESTOCK INVESTMENT AND COST SUMMARY

NAME	UNIT	SIZE	INVESTMENT		TOTAL VALUE	DEPR.	INTEREST	COST SUMMARY				TOTAL OP COSTS
			PURCH PRICE	NO. IN BUDGET				INS/TAXES	TOTAL OWNERSHIP	FUEL & LUBE	REPAIRS	
<b>EQUIPMENT</b>												
BARBWIRE 4 STRND	MILE	1.	2600.	12.0	31200.00	1560.00	1664.52	0.00	3224.52	0.00	780.00	780.00
MISCL LIVSTRK EQP	UNIT	1.	750.	1.0	750.00	101.79	42.01	0.00	143.80	0.00	1.07	1.07
SADDLE, ETC.	EACH	1.	650.	2.0	1300.00	97.50	86.69	0.00	184.19	0.00	162.50	162.50
CATTLE SQUEEZE	UNIT	1.	300.	1.0	300.00	13.50	17.61	0.00	31.11	0.00	7.50	7.50
<b>LIVESTOCK</b>												
BEEF COW	LBS.	950.	750.	250.	187500.00	0.00	26250.00	0.00	26250.00			
BEEF BULL	LBS.	1500.	1000.	10.	10000.00	0.00	1400.00	0.00	1400.00			
BEEF HEIFER	LBS.	800.	400.	50.	20000.00	0.00	2800.00	0.00	2800.00			
YEARLING HEIFER	LBS.	600.	180.	50.	9000.00	0.00	1260.00	0.00	1260.00			
HORSE	HEAD	1.	750.	2.	1500.00	112.50	131.25	0.00	243.75			
<b>MACHINERY</b>												
PICKUP 4X4			14400.00		14400.00	843.12	575.58	120.96	1539.67	3323.04	1920.06	5243.10
SEMI TRUCK, DIES			35400.00		35400.00	5.50	7.40	1.87	14.76	12.14	7.59	19.74
STOCK TRLR SEAI			9840.00		9840.00	2.59	2.14	0.52	5.26	0.07	3.30	3.36
<b>LAND</b>												
RANGE	ACRE		9.00	3350.0	30150.00							
<b>TOTALS</b>					351340.00	2736.50	34237.21	123.35	37097.05	3335.25	2882.02	6217.27
<b>TOTAL PER HEAD</b>					1405.36000	10.9460	136.9488	0.4934	148.3882	13.3410	11.5281	24.8691

RETURNS ARE TO OPERATOR'S LABOR & MANAGEMENT CALVES SOLD IN JULY  
 86% CALFCROP 20% REPLACEMENT RATE 2.4% COW MORTALITY  
 CALVING IN OCTOBER-NOVEMBER REPLACEMENTS BREED 2 YEARS  
 UPDATED 04/23/80

INCOME ABOVE VARIABLE COSTS  
 WHEN THE PRICE OF CALVES, HEIFER RANGES FROM 60.00 TO 100.00  
 AND THE QUANTITY OF CALVES, HEIFER RANGES FROM 229.50 TO 263.50

QUANTITY OF CALVES, HEI	PRICE OF CALVES, HEIFER				
	60.00	70.00	80.00	90.00	100.00
229.50	29559.79	31854.79	34149.79	36444.79	38739.79
238.00	30069.79	32449.79	34829.79	37209.79	39589.79
246.50	30579.79	33044.79	35509.79	37974.79	40439.79
255.00	31089.79	33639.79	36189.79	38739.79	41289.79
263.50	31599.79	34234.79	36869.79	39504.79	42139.79

INCOME ABOVE ALL CASH COSTS  
 WHEN THE PRICE OF CALVES, HEIFER RANGES FROM 60.00 TO 100.00  
 AND THE QUANTITY OF CALVES, HEIFER RANGES FROM 229.50 TO 263.50

QUANTITY OF CALVES, HEI	PRICE OF CALVES, HEIFER				
	60.00	70.00	80.00	90.00	100.00
229.50	-1169.23	1125.77	3420.77	5715.77	8010.77
238.00	-659.23	1720.77	4100.77	6480.77	8860.77
246.50	-149.23	2315.77	4780.77	7245.77	9710.77
255.00	360.77	2910.77	5460.77	8010.77	10560.77
263.50	870.77	3505.77	6140.77	8775.77	11410.77

INCOME ABOVE ALL COSTS  
 WHEN THE PRICE OF CALVES, HEIFER RANGES FROM 60.00 TO 100.00  
 AND THE QUANTITY OF CALVES, HEIFER RANGES FROM 229.50 TO 263.50

QUANTITY OF CALVES, HEI	PRICE OF CALVES, HEIFER				
	60.00	70.00	80.00	90.00	100.00
229.50	-38142.94	-35847.94	-33552.94	-31257.94	-28962.94
238.00	-37632.94	-35252.94	-32872.94	-30492.94	-28112.94
246.50	-37122.94	-34657.94	-32192.94	-29727.94	-27262.94
255.00	-36612.94	-34062.94	-31512.94	-28962.94	-26412.94
263.50	-36102.94	-33467.94	-30832.94	-28197.94	-25562.94

BUDGET RECORD NUMBER 417  
 RETURNS ARE TO OPERATOR'S LABOR & MANAGEMENT CALVES SOLD IN JULY  
 86% CALFCROP 20% REPLACEMENT RATE 2.4% COW MORTALITY  
 CALVING IN OCTOBER-NOVEMBER REPLACEMENTS BRED2 YEARS UPDATED 04/23/80

INCOME ABOVE VARIABLE COSTS  
 WHEN THE PRICE OF CALVES, STEER RANGES FROM 65.00 TO 105.00  
 AND THE QUANTITY OF CALVES, STEER RANGES FROM 489.25 TO 527.25

QUANTITY OF CALVES, STE	PRICE OF CALVES, STEER				
	65.00	75.00	85.00	95.00	105.00
	*****				
489.25	24109.79	29002.29	33894.79	38787.29	43679.79
498.75	24727.29	29714.79	34702.29	39689.79	44677.29
508.25	25344.79	30427.29	35509.79	40592.29	45674.79
517.75	25962.29	31139.79	36317.29	41494.79	46672.29
527.25	26579.79	31852.29	37124.79	42397.29	47669.79

INCOME ABOVE ALL CASH COSTS  
 WHEN THE PRICE OF CALVES, STEER RANGES FROM 65.00 TO 105.00  
 AND THE QUANTITY OF CALVES, STEER RANGES FROM 489.25 TO 527.25

QUANTITY OF CALVES, STE	PRICE OF CALVES, STEER				
	65.00	75.00	85.00	95.00	105.00
	*****				
489.25	-6619.23	-1726.73	3165.77	8058.27	12950.77
498.75	-6001.73	-1014.23	3973.27	8960.77	13948.27
508.25	-5384.23	-301.73	4780.77	9863.27	14945.77
517.75	-4766.73	410.77	5588.27	10765.77	15943.27
527.25	-4149.23	1123.27	6395.77	11668.27	16940.77

INCOME ABOVE ALL COSTS  
 WHEN THE PRICE OF CALVES, STEER RANGES FROM 65.00 TO 105.00  
 AND THE QUANTITY OF CALVES, STEER RANGES FROM 489.25 TO 527.25

QUANTITY OF CALVES, STE	PRICE OF CALVES, STEER				
	65.00	75.00	85.00	95.00	105.00
	*****				
489.25	-43592.94	-38700.44	-33807.94	-28915.44	-24022.94
498.75	-42975.44	-37987.94	-33000.44	-28012.94	-23025.44
508.25	-42357.94	-37275.44	-32192.94	-27110.44	-22027.94
517.75	-41740.44	-36562.94	-31385.44	-26207.94	-21030.44
527.25	-41122.94	-35850.44	-30577.94	-25305.44	-20032.94

BUDGET RECORD NUMBER 417  
 RETURNS ARE TO OPERATOR'S LABOR & MANAGEMENT CALVES SOLD IN JULY  
 86% CALFCROP 20% REPLACEMENT RATE 2.4% COW MORTALITY  
 CALVING IN OCTOBER-NOVEMBER REPLACEMENTS BREDED 2 YEARS UPDATED 04/23/80

BUDGET IDENTIFICATION NUMBER 1 242001001001 2  
 HARVEST OR SALE MONTH 7

BUDGET RECORD NUMBER 417

BEEF CATTLE COW-CALF OPERATION 250 COW HERD BY WAYNE JENSEN, FARM ADVISOR  
 SANTA BARBARA COUNTY 1980  
 LEASED RANGELAND INCLUDES REPAIRS ON FACILITIES

COSTS AND RETURNS WILL BE  
 DIVIDED BY 250.0 HEAD  
 TO OBTAIN PER HEAD COSTS

LINE	1 JAN	2 FEB	3 MAR	4 APR	5 MAY	6 JUN	7 JUL	8 AUG	9 SEP	10 OCT	11 NOV	12 DEC	13 PRICE	14 WEIGHT	15 UNIT CODE	16 ITEM CODE	17 TYPE	18 YEAR	
PRODUCTION																			
	NUMBER OF UNITS																		
1 CALVES, STEER	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	85.000	4.750	16.	4.	2.	0.
2 CALVES, HEIFER	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	80.000	4.250	16.	3.	2.	0.
3 CULL COW	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	50.000	9.500	16.	18.	2.	0.
4 CULL BULL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	55.000	15.000	16.	17.	2.	0.
OPERATING INPUTS																			
	RATE/UNIT																		
	PRICE																		
	NUMBER UNIT ITEM TYPE YEAR																		
	UNITS CODE CODE																		
12 PROTEIN SUPPLE.	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3.50	3.50	3.50	0.00	300.000	1.000	3.	108.	3.	2.	
13 SALT & MINERALS	0.40	0.40	0.40	0.40	0.40	0.40	0.40	0.40	0.40	0.40	0.40	0.40	95.000	1.000	3.	103.	3.	2.	
14 REPLACE BULL	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	2.00	0.00	0.00	*****	1.000	1.	39.	3.	0.	
15 FEED FOR HORSES	0.67	0.67	0.67	0.67	0.67	0.67	0.67	0.67	0.67	0.67	0.67	0.67	100.000	2.000	3.	182.	3.	2.	
16 FEED FOR BULLS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	3.00	3.00	0.00	85.000	10.000	3.	189.	3.	2.	
17 VET-BULLS	0.00	0.00	0.50	0.00	0.00	0.50	0.00	0.00	0.00	1.00	0.00	0.00	10.000	10.000	1.	287.	3.	0.	
18 INSUR PREMIUMS	1.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	*****	1.000	15.	450.	3.	0.	
19 LICENSES	0.00	0.00	0.00	0.00	0.00	0.00	1.00	0.00	0.00	0.00	0.00	0.00	150.000	1.000	15.	486.	3.	0.	
20 FEED FOR HEIFERS	0.00	0.00	0.00	0.00	0.00	0.00	2.50	2.50	0.00	0.00	0.00	0.00	85.000	50.000	3.	188.	3.	2.	
21 VET-COWS	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.00	0.00	0.00	3.500	300.000	1.	288.	3.	0.	
22 VET-REPL CALVES	0.00	0.00	1.50	0.00	0.00	0.00	2.00	0.00	0.00	0.00	0.00	0.00	1.000	50.000	1.	289.	3.	0.	
23 VET-SALE CALVES	0.00	0.00	1.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	1.500	165.000	1.	290.	3.	0.	
24 FARM ORG DUES	1.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00	200.000	1.000	15.	417.	3.	0.	
25 MISC. HORSE CARE	1.00	0.00	1.00	0.00	1.00	0.00	1.00	0.00	1.00	0.00	1.00	0.00	30.000	2.000	15.	291.	3.	0.	
26 HIRED LABOR	0.00	0.00	30.00	0.00	0.00	30.00	0.00	0.00	30.00	0.00	0.00	30.00	6.250	1.000	8.	332.	3.	0.	

LINE	TIMES OVER												M CREW POWER MACH TYPE YEAR					
													LABOR	UNIT	CODE			
38 PICKUP 4X4	*****												0.000	0.000	0.	14.	4.	0.
39 STOCK TRLR SEMI	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	4.00	0.000	0.000	15.	42.	4.	0.

LINE	EQUIPMENT REQUIREMENTS			NUMBER UNITS	PROPORT OF COST	XXX EQUIP CODE	TYPE	XXXX	
51 BARBWIRE 4 STRND				12.000	1.800	0.	15.	5.	0.
52 MISCL LIVSTK EQP				1.000	1.000	0.	72.	5.	0.
53 SADDLE, ETC.				2.000	1.000	0.	55.	5.	0.
54 CATTLE SQUEEZE				1.000	1.000	0.	25.	5.	0.

LINE	LIVESTOCK INVESTMENT			NUMBER UNITS	PROPORT OF COST	XXX EQUIP CODE	TYPE	XXXX	
55 BEEF COW				250.000	1.000	0.	51.	5.	0.
56 BEEF BULL				10.000	1.000	0.	53.	5.	0.
57 BEEF HEIFER				50.000	1.000	0.	52.	5.	0.
58 YEARLING HEIFER				50.000	1.000	0.	54.	5.	0.
59 HORSE				2.000	1.000	0.	56.	5.	0.

LINE	LAND REQUIREMENTS			CHARGE METHOD	PAST NAME	NUMBER OF ACRES	VALUE OR COST/ACRE	TAXES PER ACRE
71	RANGE			2.	147.	3350.00	9.00	0.00

RETURNS ARE TO OPERATOR'S LABOR & MANAGEMENT CALVES SOLD IN JULY  
 86% CALFCROP 20% REPLACEMENT RATE 2.4% COW MORTALITY  
 CALVING IN OCTOBER-NOVEMBER REPLACEMENTS BRED 22 YEARS  
 UPDATED 04/23/80  
 MACHINERY COMPLEMENT 10  
 EQUIPMENT COMPLEMENT 2

GENERAL NAME CHANGE	LINE CHANGE	REPLACE BULL	486 LICENSES	287 VET-BULLS	288 VET-COWS	289 VET-REPL CALVES
	39	290 VET-SALE CALVES	291 MISC. HORSE CARE	188 FEED FOR HEIFERS	189 FEED FOR BULLS	
EQUIPMENT NAME CHANGE	54	YEARLING HEIFER				

  

PARAMETER CHGS	RN CL	VALUE	RN CL	VALUE	RN CL	VALUE	RN CL	VALUE	RN CL	VALUE
EQUIP COMP CHGS	54. 2.	600.000000	54. 3.	12.000000	54. 4.	1.000000	54. 5.	180.000000	54. 6.	180.000000
	54. 8.	1.000000	54. 9.	0.000000	54. 10.	0.000000	54. 11.	0.000000		
PARAMETER CHGS	11.	0.000000	28.	0.012000	10.	0.000000	16.	0.000000	17.	0.000000

1980 default data