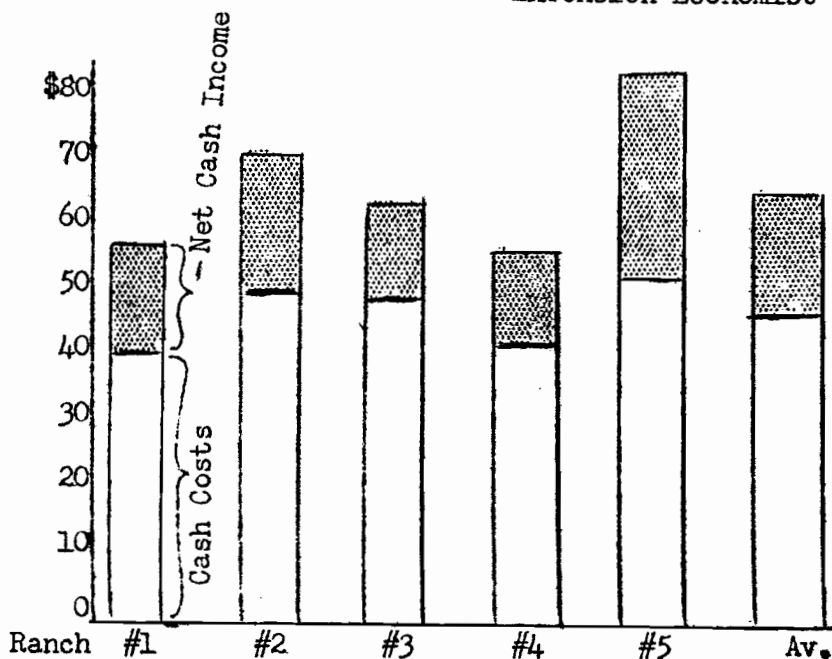


1954 MODOC BEEF MANAGEMENT STUDY

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ANALYSIS OF INCOME

	<u>Low</u>	<u>High</u>	<u>Av.</u>
Income per animal unit	\$55.40	\$80.25	\$67.43
Av. price rec'd. per cwt.	18.00	20.00	18.87
Av. wt. calves sold	370	590	465
Av. wt. steers sold	590	800	668

High sale weight results from good breeding plus good feeding and management.

High price results from a good marketing program backed by good quality, efficient gaining cattle sold in uniform lots.

ANALYSIS OF EXPENSE

These expenses are for the entire ranch. These are primarily cattle ranches but some of them produce some grain.

	<u>Low</u>	<u>High</u>	<u>Av.</u>
Cash cost per animal unit	36.00	53.40	47.30
Non-cash cost per animal unit (family labor & interest on investment)	17.35	54.95	34.02
Total cost per animal unit	53.35	106.45	81.32

ANALYSIS OF NET INCOME

Net cash income per animal unit	7.80	31.80	20.13
Net or management income	\$-26.20	\$3.65	\$-13.89

Low costs do not necessarily mean a high net income.

Itemized supplement to 1954 Modoc Beef Management Study

	1	2	3	4	5	Av.
No. cows	274	521	303	121	384	320
No. animal units	338	790	440	185	534	457
A.U. per cow	1.2	1.5	1.5	1.5	1.4	1.3
Percent calf crop	80	88	83	87	86	85
Pounds produced per animal unit	392	436	420	340	430	404
Pounds sold per animal unit	400	498	420	260	505	419
Beef income per cwt. produced	13.30	18.30	11.70	12.90	18.70	14.98
Net cost per cwt. produced	12.10	20.00	16.25	18.95	24.80	18.42
Net income per cwt.	1.20	-1.70	-4.55	-6.05	-6.10	-3.44
<u>Income per animal unit</u>						
Beef sales	52.15	79.80	47.85	44.05	80.25	60.82
Hay sales			8.00			
Grain sales	2.95		5.75	3.05		3.81
Other income	1.90		3.10	8.30		4.43
Total cash income	57.00	79.80	64.70	55.40	80.25	67.43
<u>Cash cost per animal unit</u>						
Feed bought - Range	1.90	3.45	.60	1.05	4.70	2.34
Concentrate		2.90	1.00	.55	8.30	3.18
Salt	.25	.65				.45
Total feed bought	2.15	7.00	1.60	1.60	13.00	5.07
Stock bought		3.85	.70	5.40	6.85	4.20
Hired labor	3.05	8.20	20.20		9.30	10.20
Gasoline & repairs	9.50	10.70	8.20	7.70	4.20	8.06
Misc. supplies	3.60	8.55	4.80	12.40	7.30	7.33
Veterinary and medicine	.30	.75	1.95		.50	.87
Taxes	4.65	4.60	6.85	5.75	4.00	5.17
Insurance	1.45	.65	1.40	1.95	1.35	1.36
Misc.	1.60	2.60	3.00	3.45	4.85	3.10
Interest	9.70	2.00	5.70	8.35	.15	5.18
Total cash cost	36.00	48.00	53.40	47.60	51.50	47.30
Net cash income	21.00	31.80	11.30	7.80	28.75	20.13
<u>Non cash cost</u>						
Interest	7.20	15.25	14.20	17.50	17.50	14.33
Depreciation	5.50	8.85	13.80	10.80	12.40	10.27
Family labor	8.85	7.60	8.85	16.20	11.25	10.55
Change stock inventory	-4.20	7.50	-6.15	-16.60	13.80	-1.13
Non cash cost	17.35	39.20	30.70	27.90	54.95	34.02
Total cost	53.35	87.20	84.10	75.50	106.45	81.32
Net income	3.65	-7.40	-19.40	-20.10	-26.20	-13.89

	<u>1</u>	<u>2</u>	<u>3</u>	<u>4</u>	<u>5</u>	<u>Av.</u>
<u>Sales per animal unit</u>						
Bulls		1.30	3.15	2.10	1.30	1.96
Cows	18.15	14.15	33.60	4.00	12.40	16.46
Calves	22.40	.95	11.10		.15	47 6.92
Heifers		18.80		4.65	21.40	54 8.97
Steers	<u>11.60</u>	<u>44.60</u>		<u>33.30</u>	<u>45.00</u>	109 <u>33.60</u>
Total	<u>52.15</u>	<u>79.80</u>	<u>47.85</u>	<u>44.05</u>	<u>80.25</u>	<u>60.82</u>
<u>Average weight per animal sold</u>						
Bulls		1,480	1,270	1,500	1,220	1,367
Cows	1,030	1,010	1,000	890	1,000	986
Calves	380	370	590		520	465
Heifers		645		610	615	629
Steers	590	800		610	675	668
<u>Average price per cwt.</u>						
Bulls		13.80		13.00	16.00	14.26
Cows	10.00	10.05	9.55	10.45	9.50	9.91
Calves	18.00	8.00	18.00		15.00	14.75
Heifers		16.60		15.60	17.70	16.63
Steers	<u>18.00</u>	<u>20.00</u>		<u>18.75</u>	<u>18.75</u>	<u>18.87</u>
Average	<u>13.10</u>	<u>16.00</u>	<u>11.35</u>	<u>16.85</u>	<u>16.00</u>	<u>14.66</u>
<u>Quantity feed per a.u.</u>						
Hay - ton	1.3	1.3	1.9	1.8	1.8	1.6
Concentrate - lbs.		940	53	110		367
Acres owned range	4.0	2.9	8.2	6.8	6.6	5.7
<u>Investment per animal unit - present value</u>						
Land - Lots	1.50	1.90	5.00	1.35	.95	2.14
Hay	59.00	59.90	85.50	65.00	31.60	60.20
Grain	35.50		10.00	135.00	1.70	45.55
Range	40.00	43.40	52.50	68.50	61.20	53.12
Beef equipment	.40	10.40			9.50	6.76
Grain "				1.55		
Hay "	.55	6.35		.65	14.00	5.38
Tractors, trucks, etc.	7.90	40.90	48.00	1.65	45.10	28.71
Other equipment	18.05	7.80	3.25			9.70
Buildings		17.20	83.80	2.25		34.41
Fences		4.50	50.00	3.00		19.16
Stock	<u>175.00</u>	<u>197.00</u>	<u>152.00</u>	<u>169.00</u>	<u>217.00</u>	<u>182.00</u>
Total	337.90	389.35	490.05	447.95	381.05	409.06

MODOC BEEF MANAGEMENT STUDY - 1954

The report summarizes the operation of five beef ranches for the 1954 calendar year.

All of the ranches realized a cash profit, however, only one ranch had any management income when family labor and interest on the investment were charged as expenses.

Production and costs on each ranch are summarized in a table on the back cover of this report. A more detailed supplement is available, showing each item of income and cost, by writing to the Farm Advisor, Box 245, Alturas, California.

Comparison - The high and low range of some important management factors are summarized below.

	<u>RANGE</u>		
	<u>Low</u>	<u>High</u>	<u>Av.</u>
No. breeding cows.	121	521	341
No. animal units	185	790	457
Percent calf crop	80	88	85
Lbs. beef produced per a.u.	340	436	404
Lbs. beef sold per a.u.	260	505	417

A high calving percentage does not necessarily mean high production since feeding practices are very important.

The ranch with the highest production 436 lbs. per a.u. also fed the most concentrates 940 lbs. per a.u.

1954 Comparison of a few major items on 5 ranches in Modoc County.

The five ranches were selected for variation in size and geographic location. The summer range for each ranch is located in a different area of the county. Two ranches sell weaner calves and three sell long yearlings.

	1	2	3	4	5	Av.
No. cows	274	521	303	121	384	320
No. animal units per cow	1.2	1.5	1.4	1.5	1.4	1.4
% Calf crop	80	88	83	87	86	85
<u>PER ANIMAL UNIT PRODUCTION & COSTS</u>						
Lbs. beef produced	392	436	420	340	430	404
Lbs. beef sold	400	498	420	260	505	417
Cash income	57.00	79.80	64.70	55.40	80.25	67.43
Cash cost	36.00	48.00	53.40	47.60	51.50	47.30
Net cash income	21.00	31.80	11.30	7.80	28.75	20.13
Non-cash cost	17.35	39.20	30.70	27.90	54.95	34.02
Total cost	<u>53.35</u>	<u>87.20</u>	<u>84.10</u>	<u>75.50</u>	<u>106.45</u>	<u>81.32</u>
Net income	3.65	-7.40	-19.40	-20.10	-26.20	-13.89

(2 page itemized supplement available on request)