

as per

SOME COSTS AND INCOME FOR MENDOCINO COUNTY CATTLE OPERATIONS

The majority of Mendocino County's cattlemen are in the cow-calf business. The normal calving time is early spring, because of the rough winter weather usually coming in January-February. There is a move by newer cattlemen to calve earlier and supplement the calves with hay and a supplement. The earlier calving dates of late October and November are producing heavier calves in the 450 to 500 pound range at weaning time in July, as compared to the 375 to 425 pound January-February calves.

Our cattle ranches begin at Willits and run on north to Humboldt-Trinity-Glenn and Lake County lines. Grazing National Forest and BLM land help cheapen ranching operations on those ranches where permits are available. Government grazing lands fall into two classes - National Forest and Bureau of Land Management permits. Both charge 30 cents per animal unit month for summer and fall grazing. Estimates of how well the grass is growing and the amount available, determine how many head the permittee may turn out.

The general feed cycle in our area is short, and fits better into a sheep operation, where the livestockman turns off a lamb in six months instead of a 400 pound calf in eight months. Weaned stocker calves 400-500 pounds are being put onto ranches as a better profit potential cattle operation. These need closer supervision than the typical cow-calf because of buying and selling.

Usually, strange cattle must be watched for shipping fever, and ought to be held up close for a couple of weeks to catch any disease that might break out. The gentling process goes on during this observation period, and is very helpful in weeding out any wild or problem cattle.

Supplemental feed should be bought at harvest time. Hay purchased in June will frequently be \$5.00 a ton higher at the end of summer, and \$20.00 higher by November. Protein supplements may be ordered at the time cotton is being ginned in November-December.

Transportation to and from market is frequently overlooked in a budget, and runs from half to three quarters of a cent. This means all cattle hauled...cull cows, calves, cull bulls.

Pregnancy testing to find the barren cows should be done 90 days after the bulls are taken out of the herd. At this time, June and July feed is just right to put a good grass fat finish on the non-pregnant cows. Pregnancy testing gives the cattleman an inventory of how many calves to expect.

Attached are typical budgets for Mendocino County cattle operations.

Roderick A. Shippey
Farm Advisor, Mendocino County
March 1965

SAMPLE STOCKER CALF TO YEARLING BUDGET FOR MENDOCINO MOUNTAIN RANCHES - 10,000 ACRES - 3600 AUM

	All Steers, 425-700 Lb. - 9 mos.			Steers & Heifers - 9 mos.		
	Quantity	Value(\$)	Per Head	Quantity	Value(\$)	Per Head
425 lb. steer calves @ 22¢	728 Hd. 309,400 Lb.	68,068.00	93.50	364 Hd. 154,700 Lb.	34,034.00	93.50
400 lb. helper calves @ 20¢				364 Hd. 145,600 Lb.	29,120.00	80.00
AUM's of feed per head			4.95			4.95
Total pounds of cattle produced	192,500		268	(96,600 (87,100)		256
Pounds of cattle per AUY	642			612		
Pounds per AUM	54.0			51.0		
SALES						
700 lb. steers @ 19¢	717 Hd.	95,361.00	133.00	359 Hd.	47,747.00	133.00
650 lb. heifers @ 17¢				358 Hd.	39,559.00	110.50
TOTAL INCOME	501,900 Lb.	95,361.00		484,000 Lb.	87,306.00	
COSTS						
Hay purchased @ 35.00	270 T.	9,450.00	13.00	270 T.	9,450.00	13.00
Protein concentrate @ 80.00/ton	33 T.	2,620.00	3.60	33 T.	2,620.00	3.60
<u>Cost per AUM to winter</u>						
Purchased hay	648 AUM	9,450.00	14.58	648 AUM	9,450.00	14.58
Purchased concentrate	128	2,620.00	22.20	128	2,620.00	22.20
Total purchased	<u>776</u>		<u>36.78</u>	<u>776</u>		<u>36.78</u>
Veterinary-mineral-salt		365.00	.50		365.00	.50
Tax on cattle	728 Hd	1,035.00	1.42	728 Hd.	1,035.00	1.42
Labor @ 1.75 per hour	3000 Hr.	5,250.00	7.20	3000 Hr.	5,250.00	7.20
Pickup truck @ 14¢ mile	6000 MI.	840.00	1.15	6000 MI.	840.00	1.15
Transportation @ 3/4¢ a mile	811,300 Lb.	6,085.00	8.35	784,300 Lb.	5,883.00	8.20
Horse and dog		420.00	.60		420.00	.60
Dues and subscriptions		67.00	.10		67.00	.10
Hired labor	Trade			Trade		
6% Interest on livestock	\$68,068.00	3,063.00	4.25	\$63,154.00	2,842.00	3.90
Grazing @ 2.00/AUM	3600 AUM	7,200.00	9.90	3600 AUM	7,200.00	9.90
6% interest on operating capital	\$36,395.00	1,640.00	2.25	\$35,972.00	1,620.00	2.22
TOTAL COSTS		105,203.00	144.00		100,746.00	138.00
Income		<u>95,361.00</u>			<u>87,306.00</u>	
MANAGEMENT INCOME		9,842.00	loss		13,440.00	loss

	<u>Value</u>	<u>Per Head</u>	<u>Value</u>	<u>Per Head</u>
Management income (brought forward)	<u>9,842.00</u>	loss	<u>13,440.00</u>	loss
Labor	5,250.00		5,250.00	
Interest on cattle	3,063.00		2,842.00	
Interest on operating capital	<u>1,640.00</u>		<u>1,620.00</u>	
	9,953.00		9,712.00	
NET FARM INCOME		111.00 profit		3,728.00 loss

Roderick A. Shippey
 Farm Advisor - Mendocino County
 March 1965

UC Cooperative Extension

**SAMPLE BREEDING HERD BUDGETS FOR A MOUNTAIN RANCH IN MENDOCINO COUNTY, WITH AN 80 PER CENT CALF CROP
10,000 ACRES - 3600 AUM's**

	Breeding herd selling yearlings			Breeding herd selling calves		
	Quantity	Value(\$)	Per Cow	Quantity	Value(\$)	Per Cow
Number of breeding cows	164			200		
Animal unit years	300		1.83	300		1.5
Total pounds of cattle produced	112,460		685.7	102,650		513.3
Pounds per animal unit year	375			342		
Pounds per AUM of feed input	31			28		
SALES						
700 lb. yearling feeder steers @ 19¢	64	8512.00	133.00			
650 lb. " " heifers @ 17¢	40	4420.00	110.50	100	1105.00 ^{6.50}	110.50
425 lb. weaner steer calves @ 22¢				80	7480.00 ^{37.40}	93.50
400 lb. " heifer " @ 20¢				40	3200.00	80.00
Cull cows, 950 lb. @ 12¢	22	2508.00	114.00	26	2964.00 ^{64.82}	114.00
Cull bulls, 1300 lb. @ 15¢	2	390.00	195.00	2	390.00 ^{1.95}	195.00
TOTAL INCOME		15,830.00	96.53		15,139.00	75.70

COSTS						
Hay purchased @ 35.00	150 T.	5250.00	32.00	150 T.	5250.00	24.00
Protein concentrate @ 80.00/ton	18 T.	1440.00	8.80	18 T.	1440.00	6.00
Veterinary-minerals-salt		328.00	2.00		400.00	2.00
Grazing @ 2.00 per AUM	3600 AUM	7200.00	44.27	3600 AUM	7200.00	36.00
Taxes, livestock		650.00	3.96		630.00	3.15
Labor @ 1.75 per hour	3000 hr.	5250.00	32.00	3000 hr.	5250.00	26.00
Replacement bulls @ 500.00	2	1000.00	6.28	2	1000.00	5.00
Pickup truck @ 14¢/mile	6000 mi.	840.00	5.00	6000 mi.	840.00	4.20
Transportation @ 3/4¢ lb.	94,300 lb.	707.00	4.30	80,940 lb.	607.00	3.00
Horse and dog		435.00	2.65		435.00	2.20
Dues and subscriptions		68.00	.40		68.00	.30
Insurance: Comp; Liab; Fire		300.00	1.80		300.00	1.50
6% interest on cattle		2820.00	17.20		3203.00	16.00
6% on operating capital	\$25,184.00	1511.00	9.20	\$25,669.00	1540.00	7.70
Hired labor	Trade			Trade		
TOTAL COSTS		27,799.00			28,163.00	
Income		<u>15,830.00</u>			<u>15,139.00</u>	
MANAGEMENT INCOME		11,969.00	loss		13,024.00	loss

(Continued on back)

UC Cooperative Extension

Management Income (brought forward)
 Labor
 Interest on cattle
 Interest on operating capital

	<u>Value</u>	<u>Per Cow</u>		<u>Value</u>	<u>Per Cow</u>
	<u>11,969.00</u>	<u>loss</u>		<u>13,024.00</u>	<u>loss</u>
	5,250.00			5,250.00	
	2,820.00			3,203.00	
	<u>1,511.00</u>			<u>1,540.00</u>	
	9,581.00			9,993.00	
 NET FARM INCOME	 2,388.00	 loss	 14.55	 loss	 15.15
				3,031.00	loss

Roderick A. Shippey
 Farm Advisor - Mendocino County
 March 1965

UC Cooperative Extension