

*A. D. Reed*

SAMPLE BEEF  
INCOME AND COSTS  
SAN JOAQUIN COUNTY

BY

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## INTRODUCTION

The sample beef production and income costs for San Joaquin County are separate for eastside and westside range conditions. Value of eastside range land of \$100 per acre is assumed...it is recognized that this would not be adequate at current prices.

The figures do not represent one specific operation but are realistic for a 400-cow operation under good management. The income and expenses are shown for the entire ranch operation and then divided into the appropriate enterprises...cattle, range and irrigated pasture. Service accounts are set up for equipment and horses. The total expenses accumulated in the service accounts are then charged to the enterprise on the basis of use. Feed produced by the range and pasture enterprises is charged to the beef at market prices, thus giving a profit or loss for these feed-producing enterprises. Labor costs include family labor at going wage rates.

These studies illustrate that if interest on investment for range and pasture is charged against the beef enterprise, there is a large loss for the enterprise.

### Eastside

Based on owned range and pasture - 400-cow herd, 90% calf crop, 1% mortality, 20% replacement, selling weaners.

Calendar will vary according to season:

November 16 - April 30	Range
May 1 - July 31	Irrigated pasture pairs
August 1 - November 15	Cows on stubble and aftermath feeds
October 1 - December 31	Calving
October 1 - October 30	Sell weaners off pasture

### Westside

Based on owned range and rented pasture - 400-cow herd, 85% calf crop, 2% mortality, 20% replacement, selling calves.

Calendar will vary according to season:

October 1 - April 30	Range
May 1 - September 30	Irrigated pasture pairs
October 1 - February 1	Calving
August	Sell calves

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**SAMPLE BEEF INCOME AND COSTS...SAN JOAQUIN COUNTY - EASTSIDE - 1968**

Based on 400-cow herd, 90% calf crop, 1% mortality, 20% replacement, selling weaners

	Total Value					
	Total Ranch	Range	Pasture	Equip-ment	Horses	Cattle
<b>Investment</b>						
Range land 3,000 acres @ \$100	300,000	300,000				
Pasture land 400 acres @ \$352	141,000		141,000			
Fences	28,000	18,000	10,000			
Buildings, corrals, etc.	30,000	30,000				
Water and feeding facilities	4,000	3,000	1,000			
Irrigation system	40,000		40,000			
Pasture stand	8,000		8,000			
Equipment	22,000			22,000		
Horses and saddles 4 @ \$500	2,000				2,000	
Cows 400 @ \$200	80,000					80,000
Bulls 20 @ \$500	10,000					10,000
Heifers 80 @ \$125	10,000					10,000
<b>TOTAL INVESTMENT</b>	<b>675,000</b>	<b>351,000</b>	<b>200,000</b>	<b>22,000</b>	<b>2,000</b>	<b>100,000</b>
<b>Income</b>						
Steers 180 @ 600 lb. = 108,000						
lb. @ 26¢	28,080					28,080
Heifers 100 @ 570 lb. = 57,000						
lb. @ 23¢	13,110					13,110
Cows 76 @ 1150 lb. = 87,400						
lb. @ 18¢	15,732					15,732
Bulls 4 @ 1500 lb. = 6,000						
lb. @ 20¢	1,200					1,200
Transfers		12,000	18,000	7,725	565	
<b>TOTAL INCOME</b>	<b>58,122</b>					<b>58,122</b>
<b>Expense</b>						
Range 3,000 acres @ \$ 4.00						12,000
Pasture 400 acres @ \$45.00						18,000
Stubble 1,200 acres @ \$ 2.00	2,400					2,400
Hay 50 ton @ \$25.00	1,250				250	1,000
Concentrate 30 ton @ \$75.00	2,250					2,250
Salt	80					80
<b>Total Feed</b>	<b>5,980</b>				250	35,730
Labor	15,000	1,000	5,000			9,000
Bull replacement 4 @ \$500	2,000					2,000
Veterinary and medicine	800					800
Taxes // %	11,320	6,000	4,000	200	20	1,100
Horse						565
Transportation						1,840
Equipment			3,200			2,685
Miscellaneous overhead	1,775	450	500		25	800
Gas, oil, repairs, maintenance	6,000	1,000	500	4,500		
Water and fertilizer	12,500		12,500			
<b>Total Cash Cost</b>	<b>55,375</b>	<b>8,450</b>	<b>25,700</b>	<b>4,700</b>	<b>295</b>	<b>54,520</b>
Depreciation	8,650	2,550	3,700	2,200	200	
Interest - Investment 6%	36,480	19,530	10,230	660	60	6,000
Operation 7% for 6 mo.	2,002	295	855	165	10	677
Management 5% of \$58,122	2,906					2,906
<b>TOTAL EXPENSE</b>	<b>105,413</b>	<b>30,825</b>	<b>40,485</b>	<b>7,725</b>	<b>565</b>	<b>62,103</b>
<b>NET INCOME</b>	<b>-47,291</b>	<b>-18,825</b>	<b>-22,485</b>	<b>46</b>	<b>Cooperative Extension</b>	<b>-5,981</b>

**SAMPLE BEEF INCOME AND COSTS...SAN JOAQUIN COUNTY - WESTSIDE - 1968**

Based on 400-cow herd, 85% calf crop, 2% mortality, 20% replacement, selling calves

	Total Value				
	Total Ranch	Range	Equip-ment	Horses	Cattle
<b>Investment</b>					
Range land 6,000 acres @ \$50	300,000	300,000			
Fences	24,000	24,000			
Buildings, corrals, etc.	30,000	30,000			
Water and feeding facilities	6,000	6,000			
Equipment - trucks, pickups, tractors	22,000		22,000		
Horses and saddles 4 @ \$500	2,000			2,000	
Cows 400 @ \$200	80,000				80,000
Bulls 20 @ \$500	10,000				10,000
Heifers 80 @ \$125	10,000				10,000
<b>TOTAL INVESTMENT</b>	<b>484,000</b>	<b>360,000</b>	<b>22,000</b>	<b>2,000</b>	<b>100,000</b>
<b>Income</b>					
Steers 170 @ 535 lb. = 90,950					
lb. @ 26¢	23,647				23,647
Heifers 90 @ 500 lb. = 45,000					
lb. @ 23¢	10,350				10,350
Cows 72 @ 1050 lb. = 75,600					
lb. @ 18¢	13,608				13,608
Bulls 4 @ 1500 lb. = 6,000					
lb. @ 20¢	1,200				1,200
Transfers		7,500	4,680	565	
<b>TOTAL INCOME</b>	<b>48,805</b>				<b>48,805</b>
<b>Expense</b>					
Range 6,000 acres @ \$ 1.25					7,500
Pasture 400 acres @ \$45	18,000				18,000
Hay 100 ton @ \$25	2,500			250	2,250
Concentrate 30 ton @ \$75	2,250				2,250
Salt	80				80
Total Feed	22,830			250	30,080
Labor	12,000	1,500			10,500
Bull replacement 4 @ \$500	2,500				2,500
Veterinary and medicine	800				800
Taxes 5% 4,320	4,320	3,000	200	20	1,100
Horse					565
Transportation					1,400
Equipment					3,280
Miscellaneous overhead	1,425	600		25	800
Gas, oil, repairs, maintenance	3,065	1,500	1,565		
<b>Total Cash Cost</b>	<b>46,940</b>	<b>6,600</b>	<b>1,765</b>	<b>295</b>	<b>51,025</b>
Depreciation	5,400	3,000	2,200	200	
Interest - Investment	26,340	19,620	660	60	6,000
Operation 7% for 6 mo.	1,636	231	55	10	1,340
Management 5% of \$48,805	2,440				2,440
<b>TOTAL EXPENSE</b>	<b>82,756</b>	<b>29,451</b>	<b>4,680</b>	<b>565</b>	<b>60,805</b>
<b>NET INCOME</b>	<b>-33,951</b>	<b>-21,951</b>	<b>-0-</b>	<b>-0-</b>	<b>-12,000</b>

BEEF INCOME AND COSTS

San Joaquin County Eastside - 1968

Based on 400 cow herd, 90% calf crop, 1% mortality, 20% replacement, selling weaners.

	Value per cow					
	Total ranch	Range	Pasture	Equipment	Horses	Cattle
	dollars					
<b>INVESTMENT</b>						
Range land 7.5 acres @ \$100	750.00	750.00				
Pasture land 1.0 acres @ \$352	352.00		352.00			
Fences	70.00	45.00	25.00			
Buildings, corrals, etc.	75.00	75.00				
Water and feeding facilities	10.00	7.50	2.50			
Irrigation system	100.00		100.00			
Pasture stand	20.00		20.00			
Equipment	55.00			55.00		
Horses and saddles	5.00				5.00	
Cows	200.00					200.00
Bulls @ 500	25.00					25.00
Heifers @ 125	25.00					25.00
<b>TOTAL INVESTMENT</b>	<b>1687.00</b>	<b>877.50</b>	<b>499.50</b>	<b>55.00</b>	<b>5.00</b>	<b>250.00</b>
<b>INCOME</b>						
Steers .45 @ 600 lb.-270.0 lb. @ 26¢	70.20					70.20
Heifers .25 @ 570 lb.-142.5 lb. @ 23¢	32.78					32.78
Cows .19 @ 1150 lb.-218.5 lb. @ 18¢	39.32					39.32
Bulls .01 @ 1500 lb.- 15.0 lb. @ 20¢	3.00					3.00
Transfers		30.00	45.00	19.30	1.40	
<b>TOTAL INCOME 646 lb.</b>	<b>145.30</b>					<b>145.30</b>
<b>EXPENSE</b>						
Range 7.5 acres @ \$ 4.00						30.00
Pasture 1.0 acres @ \$45.00						45.00
Stubble 3.0 acres @ \$ 2.00	6.00					6.00
Hay .12 ton @ \$25.00	3.15				.65	2.50
Concentrate .075 ton @ \$75.00	5.60					5.60
Salt	.20					.20
<b>Total Feed</b>	<b>14.95</b>					<b>89.30</b>
Labor	37.50	2.50	12.50			22.50
Bull replacement	5.00					5.00
Veterinary and medicine	2.00					2.00
Taxes	28.30	15.00	10.00	.50	.05	2.75
Horse						1.40
Transportation						4.60
Equipment			8.00			6.70
Miscellaneous overhead	4.45	1.15	1.25		.05	2.00
Gas, oil, repairs, maintenance	15.00	2.50	1.25	11.25		
Water and fertilizer	31.25		31.25			
<b>Total Cash Cost</b>	<b>138.45</b>	<b>21.15</b>	<b>64.25</b>	<b>11.75</b>	<b>.75</b>	<b>136.25</b>
Depreciation	21.65	6.40	9.25	5.50	.50	
Interest: Investment @ 6%	91.20	48.85	25.55	1.65	.15	15.00
Operating @ 7% for 6 months	5.00	.75	2.15	.40		1.70
Management 5% of 145.31	7.25					7.25
<b>TOTAL EXPENSE</b>	<b>263.55</b>	<b>77.05</b>	<b>101.20</b>	<b>19.30</b>	<b>1.40</b>	<b>160.20</b>
<b>NET INCOME</b>	<b>-118.25</b>	<b>-47.05</b>	<b>-56.20</b>	<b>-0-</b>	<b>-0-</b>	<b>-14.90</b>

Source: Helphinstine, William N. and A. D. Reed. Sample Beef Income and Costs - San Joaquin County. Stockton: March 1968.

BEEF PRODUCTION COSTS

San Joaquin County Westside - 1968

Based on 400 cow herd, 85% calf crop, 2% mortality, 20% replacement, selling weaners.

	Value per cow				
	Total ranch	Range	Equip-ment	Horses	Cattle
	dollars				
<b>INVESTMENT</b>					
Range land 15 acres @ \$50	750.00	750.00			
Fences	60.00	60.00			
Buildings, corrals, etc.	75.00	75.00			
Water and feeding facilities	15.00	15.00			
Equipment	55.00		55.00		
Horses and saddles	5.00			5.00	
Cows	200.00				200.00
Bulls @ \$500	25.00				25.00
Heifers @ \$125	25.00				25.00
<b>TOTAL INVESTMENT</b>	<b>1,210.00</b>	<b>900.00</b>	<b>55.00</b>	<b>5.00</b>	<b>250.00</b>
<b>INCOME</b>					
Steers .42 @ 535 lb--227.5 lb @ 26¢	59.12				59.12
Heifers .23 @ 500 lb--112.5 lb @ 23¢	25.88				25.88
Cows .18 @ 1050 lb--189.0 lb @ 18¢	34.00				34.00
Bulls .01 @ 1500 lb-- 15.0 lb @ 20¢	3.00				3.00
Transfers		18.75	11.70	1.40	
<b>TOTAL INCOME</b> 544.0 lb	<b>122.00</b>				<b>122.00</b>
<b>EXPENSE</b>					
Range 15 acres @ \$ 1.25					18.75
Pasture 1 acre @ \$45.00	45.00				45.00
Hay .25 ton @ \$25.00	6.25			.65	5.60
Concentrate .08 ton @ \$75.00	5.65				5.65
Salt	.20				.20
Total Feed	57.10			.65	75.20
Labor	30.00	3.75			26.25
Bull replacement	6.25				6.25
Veterinary and medicine	2.00				2.00
Taxes	10.80	7.50	.50	.05	2.75
Horse					1.40
Transportation					3.50
Equipment					8.20
Miscellaneous overhead	3.55	1.50		.05	2.00
Gas, oil, repairs, maintenance	7.65	3.75	3.90		
<b>Total Cash Cost</b>	<b>117.35</b>	<b>16.50</b>	<b>4.40</b>	<b>.75</b>	<b>127.55</b>
Depreciation	13.50	7.50	5.50	.50	
Interest - Investment	65.85	49.05	1.65	.15	15.00
Operations	4.10	.60	.15		3.35
Management 5% of 122.02	6.10				6.10
<b>TOTAL EXPENSES</b>	<b>206.90</b>	<b>73.65</b>	<b>11.70</b>	<b>1.40</b>	<b>152.00</b>
<b>NET INCOME</b>	<b>-84.90</b>	<b>- 54.90</b>	<b>-0-</b>	<b>-0-</b>	<b>-30.00</b>

Source: Helphinstine, William N. and A. D. Reed. Sample Beef Income and Costs - San Joaquin County. Stockton, March 1968.