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B E E F B U S I N E S S

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M A R I N C O U N T Y

UNIVERSITY OF CALIFORNIA
AGRICULTURAL EXTENSION SERVICE
MARIN COUNTY

UC Cooperative Extension

THE BEEF BUSINESS IN MARIN COUNTY

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Production of beef is a relatively small industry in Marin County. High land values preclude any large increase in the beef industry; nevertheless, prospective landowners often consider this enterprise and it is primarily for their information this leaflet has been prepared.

Three types of enterprise offer possibilities. A herd of beef cows where all calves, except those heifers to be raised for replacements, are sold as weaners is one. The annual purchase of weaner calves kept through one season, usually from 8 months to a year, is another. The most profitable of these two choices will depend upon current prices for weaner calves relative to the price of yearlings. Because this relationship varies greatly, the third alternative offers a desirable compromise. This is a smaller cow herd where the calves are kept over and sold as yearlings. This has been used as an example.

Simplified greatly, a herd of 80 cows and the sale of 50 yearlings at 750 pounds plus the sale of cull calves, cows and one bull annually make up the example. A ranch of 1,000 acres valued at \$70,000 is assumed.

A possibility for the landowner that is not interested in investing money in livestock is leasing the rangeland for dairy heifers. Although this is not strictly a beef enterprise, it is closely related. Two methods are common practice. One is to lease the property for one year, the lessee to stock at his own option. The other is to charge for pasture at so much per head. Income from such a program for the land used in the beef example would probably be from \$3000 to \$4000 annually.

Sample Income and Cost for Beef Enterprise

Income

37.500	Yearlings sold 50 @ 750 lb. @ 22¢	\$ 8,250
13.500	Cull Cows sold 15 @ 900 lb. @ 15¢	2,025
2.100	Cull Calves " 7 @ 300 lb. @ 20¢	420
1.500	Bull sold 1 @ 1500 lb. @ 20¢	300
<u>54,600</u>	3450	
	Total Income	10,995

Costs

Range, interest on investment of \$70,000 @ 5%	3,500
Taxes on range	725
Supplemental hay and concentrates	<u>2,000</u>
Total Feed Costs	6,225

Replace 1 bull	500
Labor, 1,000 hours @ \$1.50	1,500
Pickup, 1,200 miles @ 10¢	120
Horse and dog	150
Depreciation on bldgs., fences and equip.	500
Interest on investment, livestock & bldgs.	1,500
Taxes on livestock and buildings	540
Miscellaneous (insurance, veterinary, etc.)	<u>400</u>

Total Costs 11,435

Management Income - 440

(Total income less total costs)

Add interest on investment 5,000

Farm Income 4,560

Add labor if done by owner 1,500

\$ 6,060

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A number of U.S. Department of Agriculture and University of California publications relating to the beef industry are available at this office.

Beef Handling and Feeding Equipment
Build Your Beef Herd on Records
Supplemental Feeding of Beef Cattle
on the Range
Judging Beef Cattle

Guide to Beef Cattle Improvement Program
Beef Production on the Farm
Beef Cattle for Breeding Purposes
Beef Cattle Breeds

Beef Cattle Investigations on the San
Joaquin Experiment Station
The Farm Beef Herd
Farm Feeding Beef Cattle to Market
Home-Grown Feeds

Marin County Farm and Home Advisor Office
Room 2, Post Office Bldg.
San Rafael, California