



## INTRODUCTION

One thing which typifies beef cattle production in Stanislaus and San Joaquin Counties is variation in size and method of operation. There are small, part-time operations and large, full-time operations; irrigated pasture, range or combinations; breeding herd and stocker operations and so forth.

We have chosen to sample beef production costs and returns for four types of operations. Assuming the same ranch and facilities for each operation, we compared a 300 cow operation selling weaners, a 230 cow operation selling yearlings, a 1320 total head stocker operation, all on owned land and a 300 cow operation selling weaners on rented land.

The budgets presented are not intended to be an average but to be a guide in working out costs for your own herd or prospective herd. While they are not averages, they are believed to approximate actual production costs closely enough to be decision making aids. Your own projected costs and returns will make your decisions still more accurate.

One of the limitations of budgets such as these is that there is no accounting made for increases in real estate values in an inflationary period. Another limitation, particularly of the stocker operation budget, is that the inherent risks of a changing cattle market are usually inadequately accounted for.

### Calendars of Operation

Beef Breeding Herd Selling Weaners - Based on owned range and pasture:

300 cow herd, 90% calf crop, 2% mortality, 17% replacement.

Calendar will vary according to season:

Sept. 1 to Dec. 1, Calving	May 1 to Oct. 31, Irrigated Pasture
Nov. 1 to Apr. 30, Range	May 1, Cull Cows Sold
Dec. 1 to Feb. 28, Breeding	Aug. 1, Calves Sold

Beef Breeding Herd Selling Yearlings - Based on owned range and pasture:

300 cow herd, 90% calf crop, 2% mortality, 17% replacement.

Calendar will vary according to season:

Sept. 1 to Dec. 1, Calving	May 1 to Oct. 31, Irrigated Pasture
Nov. 1 to Apr. 30, Range	May, Cull Cows Sold
Dec. 1 to Feb. 28, Breeding	May, Yearlings Sold

Stocker Operation - Based on owned range and pasture:

600 head bought in fall, 720 head bought in spring, 2% mortality.

Calendar will vary according to season:

March - 720 head bought, fed on irrigated pasture	October - 600 head bought, fed on range
October - 705 head sold	June - 588 head sold

Beef Breeding Herd Selling Weaners

Based on rented range and pasture (same size and calendar of operations as the breeding herd selling weaners based on owned land).

1980  
BEEF BREEDING HERD INCOME AND COSTS  
EASTSIDE STANISLAUS AND SAN JOAQUIN COUNTIES

300 cow herd selling weaners, 90% calf crop, 2% mortality, 17% replacement, land owned

INVESTMENT

Item	Total Ranch	Per Cow	Per cwt Sold
Rangeland: 2400 acres @ \$385	\$ 924,000	\$ 3,080	
Irrigated Pasture: 240 acres @ \$2640	633,600	2,112	
Irrigation System: \$150 per acre	36,000	120	
Irrigated Pasture Stand: \$60 per acre	14,400	48	
Fences: 18 miles @ \$4,000 per mile	72,000	240	
Corrals: 2 @ \$3,100	6,200	20.67	
Barn:	10,000	33.33	
Equipment: Scales, two squeezes	6,310	21.03	
Machinery: Pickup, Trailer, Tractor	25,500	85.00	
Livestock: Cows, 300 @ \$575	172,500	575	
Replacements, 50 @ \$600	30,000	100	
Bulls, 12 @ \$1,300	15,600	52	
Horses, 2 @ \$1,000	2,000	6.67	
<b>TOTAL INVESTMENT</b>	<b>\$1,948,110</b>	<b>\$6,493.70</b>	<b>\$1,184.98</b>

INCOME

Beef Sold	No.	Average Weight	Total Pounds	Price Per Pound	Total Value	Per Cow	Per cwt Sold
Steers	135	550	74,250	\$.725	\$ 53,831	\$179.44	
Heifers	85	490	41,650	.650	27,073	90.24	
Cull Cows	44	1,000	44,000	.45	19,800	66.00	
Cull Bulls	3	1,500	4,500	.58	2,610	8.70	
<b>TOTAL INCOME</b>	<b>267</b>	<b>-----</b>	<b>164,400</b>	<b>---</b>	<b>\$103,314</b>	<b>\$344.38</b>	<b>\$ 62.84</b>

1980  
BEEF BREEDING HERD INCOME AND COSTS  
EASTSIDE STANISLAUS AND SAN JOAQUIN COUNTIES

300 cow herd selling weaners, 90% calf crop, 2% mortality, 17% replacement, land owned

EXPENSES

Cash Costs	Total Ranch	Per Cow	Per cwt Sold
Feed Purchased: 18 tons liquid supplement @ \$120	\$ 2,160	\$ 7.20	\$ 1.31
60 tons alfalfa hay @ \$100	6,000	20.00	3.64
Salt Blocks @ \$1.20 per cow	360	1.20	.22
Bull Replacements: 3 @ \$1,300	3,900	13.00	2.37
Irrigated Pasture Water: \$24 per acre	5,760	19.20	3.50
Irrigated Pasture Fertilizer: \$20 per acre	4,800	16.00	2.92
Miscellaneous Veterinary and Medicine	3,000	10.00	1.82
Hired Trucking	1,200	4.00	.73
Insurance Premiums	2,050	6.83	1.25
Fuel, Lube, Repair	5,720	19.07	3.48
Utilities	400	1.33	.24
Miscellaneous Supplies	500	1.67	.30
Hired Labor	5,200	17.33	3.16
Operator's Labor	15,000	50.00	9.12
Real Property Taxes	6,336	21.12	3.85
Miscellaneous Office and Bookkeeping	1,471	4.90	.89
Interest on Operating Capital @ 10% for 6 months	3,193	10.64	1.94
<b>TOTAL CASH COSTS</b>	<b>\$ 67,050</b>	<b>\$223.50</b>	<b>\$ 40.78</b>

DEPRECIATION

Horses: 10 year life, \$800 salvage	\$ 120	\$ .40	\$ .07
Equipment: 10 year life, \$3,950 salvage	2,786	9.29	1.69
Irrigation System: 30 year life	1,200	4.00	.73
Irrigated Pasture Stand: 10 year life	1,440	4.80	.88
Fences: 20 year life	3,600	12.00	2.19
Barn, Corrals: 25 year life	648	2.16	.39
<b>TOTAL DEPRECIATION</b>	<b>\$ 9,794</b>	<b>\$ 32.65</b>	<b>\$ 5.96</b>
<b>TOTAL CASH AND DEPRECIATION COSTS</b>	<b>\$ 76,844</b>	<b>\$256.15</b>	<b>\$ 46.74</b>

INTEREST

10% on livestock capital, \$219,500	\$ 21,950	\$ 73.17	\$ 13.35
8% on equipment capital, \$71,981, average value	5,758	19.19	3.50
10% on machinery capital, \$10,837, average value	1,083	3.61	.66
8% on irrigated pasture, land, \$633,600	50,688	168.96	30.83
8% on rangeland, \$924,000	73,920	246.40	44.96
<b>TOTAL INTEREST</b>	<b>\$153,399</b>	<b>\$511.33</b>	<b>\$ 93.31</b>

<b>TOTAL ALL COSTS</b>	<b>\$230,243</b>	<b>\$767.48</b>	<b>\$ 140.05</b>
<u>Summary</u>			
Income above cash costs	\$ 36,264	\$120.88	\$ 22.06
Income above cash and depreciation	26,470	88.23	16.10
<b>NET RETURNS</b>	<b>(-\$126,929)</b>	<b>(-\$423.10)</b>	<b>(-\$77.12)</b>

1980  
BEEF BREEDING HERD INCOME AND COSTS  
EASTSIDE STANISLAUS AND SAN JOAQUIN COUNTIES

230 cow herd selling yearlings, 90% calf crop, 2% mortality, 17% replacement

**INVESTMENT**

Item	Total Ranch	Per Cow	Per cwt Sold
Rangeland: 2,400 acres @ \$385	\$ 924,000	\$ 4,017.39	
Irrigated Pasture: 240 acres @ \$2,640	633,600	2,754.78	
Irrigation System: \$150 per acre	36,000	156.52	
Irrigated Pasture Stand: \$60 per acre	14,400	62.61	
Fences: 18 miles @ \$4,000 per mile	72,000	313.04	
Corrals: 2 @ \$3,100	6,200	26.96	
Barn	10,000	43.48	
Equipment: Scales, two squeezes	6,310	27.43	
Machinery: Pickup, Trailer, Tractor	25,500	110.87	
Livestock: Cows, 230 @ \$575	132,250	575.00	
Replacements, 39 @ \$600	23,400	101.74	
Bulls, 9 @ \$1,300	11,700	50.87	
Horses, 2 @ \$1,000	2,000	8.70	
<b>TOTAL INVESTMENT</b>	<b>\$1,897,360</b>	<b>\$ 8,249.39</b>	<b>\$1,153.97</b>

**INCOME**

Beef Sold	No.	Average Weight	Total Pounds	Price Per Pound	Total Value	Per Cow	Per cwt Sold
Steers	104	780	81,120	\$ .62	\$ 50,294	\$ 218.67	
Heifers	64	700	44,800	.58	25,984	112.97	
Cull Cows	34	1,000	34,000	.45	15,300	66.52	
Cull Bulls	3	1,500	4,500	.58	2,610	11.34	
<b>TOTAL INCOME</b>	<b>205</b>	<b>-----</b>	<b>164,420</b>	<b>--</b>	<b>\$ 94,188</b>	<b>\$ 409.51</b>	<b>\$ 57.29</b>

1980  
BEEF BREEDING HERD INCOME AND COSTS  
EASTSIDE STANISLAUS AND SAN JOAQUIN COUNTIES

230 cow herd selling yearlings, 90% calf crop, 2% mortality, 17% replacement

EXPENSES

Cash Costs	Total Ranch	Per Cow	Per cwt Sold
Feed Purchased: 18 tons liquid supplement @ \$120	\$ 2,160	\$ 9.39	\$ 1.31
60 tons alfalfa hay @ \$100	6,000	26.09	3.65
Salt Blocks @ \$1.20/cow	276	1.20	.17
Bull Replacements: 3 @ \$1,300	3,900	16.96	2.37
Irrigated Pasture Water: \$24 per acre	5,760	25.04	3.50
Irrigated Pasture Fertilizer: \$20 per acre	4,800	20.87	2.92
Miscellaneous Veterinary and Medicine	2,300	10.00	1.40
Hired Trucking	920	4.00	.56
Insurance Premiums	2,050	8.91	1.25
Fuel, Lube, Repair	5,720	24.87	3.48
Utilities	400	1.74	.24
Miscellaneous Supplies	500	2.17	.30
Hired Labor	5,200	22.60	3.16
Operator's Labor	15,000	65.22	9.12
Real Property Taxes	6,336	27.55	3.85
Miscellaneous Office and Bookkeeping		62.27	.88
Interest on Operating Capital @ 10% for 6mo.	2,749	11.95	1.67
<b>TOTAL CASH COSTS</b>	<b>\$ 65,514</b>	<b>\$ 284.84</b>	<b>\$ 39.85</b>

DEPRECIATION

Horses: 10 year life, \$800 salvage	\$ 120	\$ .52	\$ .07
Equipment: 10 year life; \$3,950 salvage	2,786	12.11	1.69
Irrigation System: 30 year life	1,200	5.22	.73
Irrigated Pasture Stand: 10 year life	1,440	6.26	.88
Fences: 20 year life	3,600	15.65	2.19
Barn, Corrals: 25 year life	648	2.82	.39
<b>TOTAL DEPRECIATION</b>	<b>\$ 9,794</b>	<b>\$ 42.58</b>	<b>\$ 5.95</b>
<b>TOTAL CASH AND DEPRECIATION COSTS</b>	<b>\$ 75,308</b>	<b>\$ 327.43</b>	<b>\$ 45.80</b>

INTEREST

10% on livestock capital, \$168,750	\$ 16,875	\$ 73.37	\$ 10.26
8% on equipment capital, \$71,981, avg. value	5,758	25.03	3.50
10% on machinery capital, \$10,837, avg. value	1,083	4.71	.66
8% on irrigated pasture land, \$633,600	50,688	220.38	30.83
8% on rangeland, \$924,000	73,920	321.39	44.96
<b>TOTAL INTEREST</b>	<b>\$ 148,324</b>	<b>\$ 644.89</b>	<b>\$ 90.21</b>
<b>TOTAL ALL COSTS</b>	<b>\$ 223,632</b>	<b>\$ 972.31</b>	<b>\$ 136.01</b>
<u>Summary:</u>			
Income above cash costs	\$ 28,674	\$ 124.66	\$ 17.44
Income above cash and depreciation	18,880	82.09	11.48
<b>NET RETURNS</b>	<b>(-\$129,444)</b>	<b>(-\$562.80)</b>	<b>(-\$78.72)</b>

1980  
STOCKER CATTLE INCOME AND COSTS  
EASTSIDE STANISLAUS AND SAN JOAQUIN COUNTIES

Based on purchase of 600 steers (@ 450 pounds) in fall to be stocked on range at one steer to 4 acres and 720 steers (@ 450 pounds) in spring stocked on irrigated pasture at 3 steers per acre. Animals are grazed 7 to 8 months, mortality is 2%.

INVESTMENT

Item	Total Ranch	Per Head Sold	Per cwt Gain
Rangeland: 2,400 acres @ \$385	\$ 924,000	\$ 714.62	
Irrigated Pasture: 240 acres @ \$2,640	633,600	490.02	
Irrigation System: \$150 per acre	36,000	27.84	
Irrigated Pasture Stand: \$60 per acre	14,400	11.14	
Fences: 18 miles @ \$4,000 per mile	72,000	55.68	
Corrals: 2 @ \$3,100	6,200	4.80	
Barn	10,000	7.73	
Equipment: Scales, two squeezes	6,310	4.88	
Machinery: Pickup, Trailer, Tractor	25,500	19.72	
Horses: 2 @ \$1,000	2,000	1.55	
<b>TOTAL INVESTMENT</b>	<b>\$1,730,010</b>	<b>\$1,337.98</b>	<b>\$556.09</b>

PRODUCTION AND INCOME

Beef Sold	No.	Average Weight	Total Pounds	Price Per Lb.	Total Value	Value Per Head Sold	Value Per cwt Gain
June	588	700	411,600	\$ .64	\$263,424		
October	705	700	493,500	\$ .69	\$340,515		
<b>TOTAL SALES</b>	<b>1,293</b>	<b>---</b>	<b>905,100</b>	<b>--</b>	<b>\$603,939</b>	<b>\$ 467.08</b>	

PURCHASES

	No.	Average Weight	Total Pounds	Price Per Lb.	Total Value	Value Per Head Sold	Value Per cwt Gain
October	600	450	270,000	\$ .90	\$243,000		
March	720	450	324,000	\$ .85	\$275,400		
<b>TOTAL PURCHASES</b>	<b>1320</b>	<b>---</b>	<b>594,000</b>	<b>--</b>	<b>\$518,400</b>	<b>\$ 400.92</b>	
<b>TOTAL PRODUCTION AND INCOME</b>	<b>311,100</b>			<b>--</b>	<b>\$ 85,539</b>	<b>\$ 66.16</b>	<b>\$ 27.49</b>

1980  
STOCKER CATTLE INCOME AND COSTS  
EASTSIDE STANISLAUS AND SAN JOAQUIN COUNTIES

Based on purchase of 600 steers (@ 450 pounds) in the fall to be stocked on range at one steer to 4 acres and 720 steers (@ 450 pounds) in the spring stocked on irrigated pasture at 3 steers per acre. Animals are grazed 7 to 8 months, mortality is 2%

**EXPENSES**

Cash Costs	Total Ranch	Per Head Sold	Per cwt Gain
Feed Purchased: 18 tons liquid supplement @ \$120	\$ 2,160	\$ 1.67	\$ .69
60 tons alfalfa hay @ 100	6,000	4.64	1.93
Salt Blocks @ \$.60/steer	792	.61	.25
Irrigated Pasture Water: \$24 per acre	5,760	4.45	1.85
Irrigated Pasture Fertilizer: \$20 per acre	4,800	3.71	1.54
Veterinary and Medicine	7,920	6.13	2.55
Hired Trucking	5,940	4.59	1.91
Insurance Premiums	2,050	1.59	.66
Fuel, Lube, Repair	5,720	4.42	1.84
Utilities	400	.31	.13
Miscellaneous Supplies	500	.39	.16
Hired Labor	5,200	4.02	1.67
Operator's Labor	15,000	11.60	4.82
Real Property Taxes	6,336	4.90	2.04
Miscellaneous Office and Bookkeeping	1,634	1.26	.53
Interest on Operating Capital @ 10% for 6 mo.	3,112	2.41	1.00
<b>TOTAL CASH COSTS</b>	<b>\$ 73,324</b>	<b>\$ 56.71</b>	<b>\$ 23.57</b>

**DEPRECIATION**

Horses: 10 year life, \$800 salvage	\$ 120	\$ .09	\$ .04
Equipment: 10 year life, \$3,950 salvage	2,786	2.15	.90
Irrigation System: 30 year life	1,200	.93	.39
Irrigated Pasture Stand: 10 year life	1,440	1.11	.46
Fences: 20 year life	3,600	2.78	1.16
Barn, Corrals: 25 year life	648	.50	.21
<b>TOTAL DEPRECIATION</b>	<b>\$ 9,794</b>	<b>\$ 7.57</b>	<b>\$ 3.15</b>
<b>TOTAL CASH AND DEPRECIATION COSTS</b>	<b>\$ 83,118</b>	<b>\$ 64.28</b>	<b>\$ 26.71</b>

**INTEREST**

10% on livestock capital, 7 months	\$ 30,600	\$ 23.67	\$ 9.84
8% on equipment capital, \$71,981, avg. value	5,758	4.45	1.85
10% on machinery capital, \$10,837, avg. value	1,083	.84	.35
8% on irrigated pasture land, \$633,600	50,688	39.20	16.29
8% on rangeland, \$924,000	73,920	57.17	23.76
<b>TOTAL INTEREST</b>	<b>\$ 162,049</b>	<b>\$ 125.33</b>	<b>\$ 52.09</b>
<b>TOTAL ALL COSTS</b>	<b>\$ 245,167</b>	<b>\$ 189.61</b>	<b>\$ 78.81</b>
<b>Summary</b>			
Income above cash costs	\$ 12,215	\$ 9.45	\$ 3.93
Income above cash and depreciation	\$ 2,421	\$ 1.87	\$ .78
<b>NET RETURNS</b>	<b>(-\$159,628)</b>	<b>(-\$123.45)</b>	<b>(-\$ 51.31)</b>



1980  
BEEF BREEDING HERD INCOME AND COSTS  
EASTSIDE STANISLAUS AND SAN JOAQUIN COUNTIES

rented

300 cow herd selling weaners, 90% calf crop, 2% mortality, 17% replacement, land

INVESTMENT

Item	Total Ranch	Per Cow	Per cwt Sold
Machinery: Pickup, Trailer, Tractor	\$ 25,500	\$ 85	
Livestock: Cows, 300 @ \$575	172,500	575	
Replacements, 50 @ \$600	30,000	100	
Bulls, 12 @ \$1,300	15,600	52	
Horses, 2 @ \$1,000	2,000	6.67	
<b>TOTAL INVESTMENT</b>	<b>\$245,600</b>	<b>\$818.67</b>	<b>\$149.39</b>

INCOME

Beef Sold	No.	Average Weight	Total Pounds	Price Per Pound	Total Value	Per Cow	Per cwt Sold
Steers	135	550	74,250	\$ .725	\$ 53,831	\$179.44	
Heifers	85	490	41,650	.650	27,073	90.24	
Cull Cows	44	1,000	44,000	.45	19,800	66.00	
Cull Bulls	3	1,500	4,500	.58	2,610	8.70	
<b>TOTAL INCOME</b>	<b>267</b>	<b>-----</b>	<b>164,400</b>	<b>---</b>	<b>\$103,314</b>	<b>\$344.38</b>	<b>\$ 62.84</b>

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BEEF BREEDING HERD INCOME AND COSTS  
EASTSIDE STANISLAUS AND SAN JOAQUIN COUNTIES

rented

300 cow herd selling weaners, 90% calf crop, 2% mortality, 17% replacement, land

EXPENSES

Cash Costs	Total Ranch	Per Cow	Per cwt Sold
<u>RENT:</u>			
Irrigated Pasture @ \$120 per acre/Range@18/ac.	\$ 72,000	\$ 240	\$ 43.79
Feed Purchased: 18 tons liquid supplement@120	2,160	7.20	1.31
60 tons alfalfa hay @ \$100	6,000	20	3.64
Salt Blocks @ \$1.20 per cow	360	1.20	.22
Bull Replacements: 3 @ \$1,300	3,900	13	2.37
Miscellaneous Veterinary and Medicine	3,000	10	1.82
Hired Trucking	1,200	4	.73
Insurance Premiums	2,050	6.83	1.25
Fuel, Lube, Repair	5,720	19.07	3.48
Utilities	400	1.33	.24
Miscellaneous Supplies	500	1.67	.30
Hired Labor	5,200	17.33	3.16
Operator's Labor	15,000	50	9.12
Miscellaneous Office and Bookkeeping	1,471	4.90	.89
Interest on Operating Capital @ 10% for 6 mo.	5,948	19.83	3.62
<b>TOTAL CASH COSTS</b>	<b>\$124,909</b>	<b>\$416.36</b>	<b>\$ 75.98</b>

DEPRECIATION

Horses: 10 year life, \$800 salvage	120	.40	.07
Equipment: 10 year life, \$2,550 salvage	2,295	7.65	1.40
<b>TOTAL DEPRECIATION</b>	<b>\$ 2,415</b>	<b>\$ 8.05</b>	<b>\$ 1.47</b>
<b>TOTAL CASH AND DEPRECIATION COSTS</b>	<b>\$127,324</b>	<b>\$424.41</b>	<b>\$ 77.45</b>

INTEREST

10% on Livestock Capital, \$219,500	\$ 21,950	\$ 73.17	\$ 13.35
10% on Machinery Capital, \$10,837, avg. value	\$ 1,083	\$ 3.61	\$ .66
<b>TOTAL INTEREST</b>	<b>\$ 23,033</b>	<b>\$ 76.78</b>	<b>\$ 14.01</b>
<b>TOTAL ALL COSTS</b>	<b>\$150,357</b>	<b>\$501.19</b>	<b>\$ 91.45</b>

<u>Summary</u>			
Income above cash costs	(-\$ 21,595)	(-\$ 71.98)	(-\$ 13.14)
Income above cash and depreciation	(-\$ 24,010)	(-\$ 80.03)	(-\$ 14.60)
<b>NET RETURNS</b>	<b>(-\$ 47,043)</b>	<b>(-\$156.81)</b>	<b>(-\$ 28.61)</b>

WJV; pm/11-14-80