



### 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.

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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.<br>309,400 Lb.           | 68,068.00         | 93.50         | 364 Hd.<br>154,700 Lb.    | 34,034.00         | 93.50         |
| 400 lb. helper calves @ 20¢      |                                  |                   |               | 364 Hd.<br>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<br>(87,100)       |                   | 256           |
| Pounds of cattle per AUY         | 642                              |                   |               | 612                       |                   |               |
| Pounds per AUM                   | 54.0                             |                   |               | 51.0                      |                   |               |
| <b>SALES</b>                     |                                  |                   |               |                           |                   |               |
| 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        |
| <b>TOTAL INCOME</b>              | <b>501,900 Lb.</b>               | <b>95,361.00</b>  |               | <b>484,000 Lb.</b>        | <b>87,306.00</b>  |               |
| <b>COSTS</b>                     |                                  |                   |               |                           |                   |               |
| 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          |
| <b>TOTAL COSTS</b>               |                                  | <b>105,203.00</b> | <b>144.00</b> |                           | <b>100,746.00</b> | <b>138.00</b> |
| Income                           |                                  | <u>95,361.00</u>  |               |                           | <u>87,306.00</u>  |               |
| <b>MANAGEMENT INCOME</b>         |                                  | <b>9,842.00</b>   | <b>loss</b>   |                           | <b>13,440.00</b>  | <b>loss</b>   |

|                                     | <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         |                 |
| <b>NET FARM INCOME</b>              |                 | 111.00 profit   |                  | 3,728.00 loss   |

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**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                           |                          |              |
| <b>SALES</b>                         |                                 |                  |              |                              |                          |              |
| 700 lb. yearling feeder steers @ 19¢ | 64                              | 8512.00          | 133.00       |                              |                          |              |
| 650 lb. " " heifers @ 17¢            | 40                              | 4420.00          | 110.50       | 100                          | 1105.00 <sup>6.50</sup>  | 110.50       |
| 425 lb. weaner steer calves @ 22¢    |                                 |                  |              | 80                           | 7480.00 <sup>37.40</sup> | 93.50        |
| 400 lb. " heifer " @ 20¢             |                                 |                  |              | 40                           | 3200.00                  | 80.00        |
| Cull cows, 950 lb. @ 12¢             | 22                              | 2508.00          | 114.00       | 26                           | 2964.00 <sup>64.82</sup> | 114.00       |
| Cull bulls, 1300 lb. @ 15¢           | 2                               | 390.00           | 195.00       | 2                            | 390.00 <sup>1.95</sup>   | 195.00       |
| <b>TOTAL INCOME</b>                  |                                 | <b>15,830.00</b> | <b>96.53</b> |                              | <b>15,139.00</b>         | <b>75.70</b> |

| <b>COSTS</b>                    |             |                  |             |             |                  |             |
|---------------------------------|-------------|------------------|-------------|-------------|------------------|-------------|
| 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       |                  |             |
| <b>TOTAL COSTS</b>              |             | <b>27,799.00</b> |             |             | <b>28,163.00</b> |             |
| Income                          |             | <u>15,830.00</u> |             |             | <u>15,139.00</u> |             |
| <b>MANAGEMENT INCOME</b>        |             | <b>11,969.00</b> | <b>loss</b> |             | <b>13,024.00</b> | <b>loss</b> |

(Continued on back)

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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         |                |
| <br>NET FARM INCOME | <br>2,388.00     | <br>loss       | <br>14.55 | <br>loss         | <br>15.15      |
|                     |                  |                |           | 3,031.00         | loss           |

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