

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 six types of operations. Assuming the same ranch and facilities for each operation, we compared a 300 cow operation selling weaners, a 250 cow operation selling yearlings, a 1,250 total head stocker operation, all on owned land. We then, also computed costs and returns for the same three operations assuming they were renting the land. All six operations are alternatives for the same ranch. 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 changes in real estate values during the year. 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 range and pasture:

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

Calendar will vary according to season:

September 1 to December 1--calving
November 1 to April 30--range
December 1 to February 28--breeding

May 1 to October 31--irrigated pasture
May--cull cows sold
May--calves sold

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

250 cow herd, 90% calf crop, 2% mortality, 17% replacement

Calendar will vary according to season:

September 1 to December 1--calving
November 1 to April 30--range
December 1 to February 28--breeding

May 1 to October 31--irrigated pasture
May--cull cows sold
October--yearlings sold

Stocker Operation--Based on range and pasture:

650 head bought in fall, 600 head bought in spring, 2% mortality

Calendar will vary according to season:

March--600 head bought, fed on irrigated pasture
October--588 head sold

October--650 head bought, fed on range
May--637 head sold

BEEF BREEDING HERD INCOME & COSTS

AUGUST 4, 1993

STANISLAUS & SAN JOAQUIN CO'S (EASTSIDE)

Bill van Riet, Farm Advisor

300 cow herd selling weaners

90% calf crop

2% mortal.

OWNED LAND

17% replacement rate

Item	INVESTMENT		Ranch	Per Cow	Per Cwt.
Rangeland	1800 acres @	\$700 /acre	1260000.00	4200.00	
Irrig.Past.	200 acres @	\$2,520 /acre	504000.00	1680.00	
Irrigated Pasture Stand		\$111.60 /acre	22320.00	74.40	
Irrigation System	\$245.00 /acre		49000.00	163.33	
Fences	14 miles @	\$5,300 /mile	74200.00	247.33	
Corrals	2 @	\$10,000 each	20000.00	66.67	
Barn			15000.00	50.00	
Equipment:scales,2 squeezes			9000.00	30.00	
Machinery:pickup,trailer,tractor			34000.00	113.33	
Livestock:					
Cows	300 @	\$675 /cow	202500.00	675.00	
Replacements	51 @	\$600 /head	30600.00	102.00	
Bulls	12 @	\$2,000 /bull	24000.00	80.00	
Horses	2 @	\$2,000 /horse	4000.00	13.33	
TOTAL INVESTMENT			2248620.00	7495.40	1313.25

Beef Sold	No.	Ave. Weight	INCOME		Total Value	Per Cow	Per cwt Sold
			Total Pounds	Price Per Lb.			
Steers	135	575	77625	\$.9236	71694.45	238.98	
Heifers	84	525	44100	\$.8954	39487.14	131.62	
Cull Cows	45	1000	45000	\$.5044	22698.00	75.66	
Cull Bulls	3	1500	4500	\$.5597	2518.65	8.40	
TOTAL INCOME	267		171225		136398.24	454.66	79.66

FORAGE AND FEED COST ANALYSIS

CLASS OF CATTLE	NO. OF HEAD	A.U./ HEAD	NO. DAYS	ANIMAL UNITS	AUM'S
COWS	300	1	365	300	3600
CALVES	270	.34	220	55	664
REPL HEIFERS	51	.68	365	35	416
BULLS	12	1.3	365	16	187
TOTALS	633			406	4867

	ACRES	TONS	AUM's	COST/AUM
RANGE FORAGE	1800		1980	\$46.38
IRR. PASTURE	200		2400	\$21.64
HAY		150	375	\$36.00
SUPPLEMENT		31.5	117	\$48.60
TOTAL AUMs PROVIDED			4872	
TOTAL AUMs REQUIRED			4867	

EXPENSES

			Total	Per	Per	Cwt
CASH COSTS			Ranch	Cow		Sold
Supplement	32 tons @	\$180 /ton	5670.00	18.90		3.00
Alfalfa Hay	150 tons @	\$90 /ton	13500.00	45.00		7.50
Salt	20 lbs/cow	\$.05 /lb.	300.00	1.00		.18
Bull Replmnt	3 @	\$2,000 /bull	6000.00	20.00		3.50
Irrig.Past.Water		\$28 /acre	5600.00	18.67		3.27
Irrig.Past.Fertilizer		\$26 /acre	5250.00	17.50		3.07
Veterinary & Medicine			2400.00	8.00		1.40
Hired Trucking			1712.25	5.71		1.00
Insurance Premiums			1000.00	3.33		.58
Fuel, Lube, Repair			7500.00	25.00		4.38
Utilities			600.00	2.00		.35
Misc. Supplies			600.00	2.00		.35
Hired Labor			13050.00	43.50		7.62
Operators Labor			30000.00	100.00		17.52
Real Property Taxes (Williamson Act)			5576.00	18.59		3.26
Misc. Office & Bookkeeping			1500.00	5.00		.88
Int. on Operating Cap.		9% /6 Mo's	4511.62	15.04		2.63
TOTAL CASH COSTS			104769.87	349.23		61.19
DEPRECIATION:						
Horses:	10 yr.life	\$800 salvage	320.00	1.07		.19
Equipment:	10 yr.life	\$5,000 salvage	3800.00	12.67		2.22
Irrig.System	30 yr.life		1633.33	5.44		.95
Irrig.Pasture Stand:	10 yr.life		2232.00	7.44		1.30
Fences:	20 yr.life		3710.00	12.37		2.17
Barn, Corrals:	25 yr.life		1400.00	4.67		.82
TOTAL DEPRECIATION			13095.33	43.65		7.00
TOTAL CASH AND DEPRECIATION			117865.20	392.88		68.84
INTEREST						
Livestock capital @	9%	261100	23499.00	78.33		13.72
Equipment capital @	7%	90260	6318.20	21.06		3.69
Machinery capital @	9%	45500	4095.00	13.65		2.39
Irrigated pasture @	7%	504000	35280.00	117.60		20.60
Rangeland @	7%	1260000	88200.00	294.00		51.51
TOTAL INTEREST			157392.20	524.64		91.92
TOTAL ALL COSTS			275257.40	917.52		160.76
Income above cash costs			31628.37	105.43		18.47
Income above cash and depreciation			18533.04	61.78		10.82
NET RETURNS			-138859.16	-462.86		-81.10

BREAKEVEN ANALYSIS:

Class	Breakeven prices needed to cover:		
	Cash Costs	Cash & Depreciation	Total Costs
Steers	\$.71	\$.80	\$ 1.86
Heifers	\$.69	\$.77	\$ 1.81
Cull cows	\$.39	\$.44	\$ 1.02
Cull bulls	\$.43	\$.48	\$ 1.13

BEEF BREEDING HERD INCOME & COSTS

AUGUST 5, 1993

STANISLAUS & SAN JOAQUIN CO'S (EASTSIDE)

Bill van Riet, Farm Advisor

250 cow herd selling yearlings

90% calf crop

2% mortal.

OWNED LAND

17% replacement rate

INVESTMENT

Ranch Per Cow Per Cwt.

Item			Ranch	Per Cow	Per Cwt.
Rangeland	1800 acres @	\$700 /acre	1260000.00	5040.00	
Irrig.Past.	200 acres @	\$2,520 /acre	504000.00	2016.00	
Irrigated Pasture Stand		\$111.60 /acre	22320.00	89.28	
Irrigation System		\$245 /acre	49000.00	196.00	
Fences	14 miles @	\$5,300 /mile	74200.00	296.80	
Corrals	2 @	\$10,000 each	20000.00	80.00	
Barn			15000.00	60.00	
Equipment:scales,2 squeezes			9000.00	36.00	
Machinery:pickup,trailer,tract			34000.00	136.00	
Livestock:					
Cows	250 @	\$675 /cow	168750.00	675.00	
Replacements	43 @	\$600 /head	25500.00	102.00	
Bulls	9 @	\$2,000 /bull	18000.00	72.00	
Horses	2 @	\$2,000 /horse	4000.00	16.00	
TOTAL INVESTMENT			2203770.00	8815.08	1240.69

Beef Sold	No.	Ave. Weight	INCOME		Total Value	Per Cow	Per Cwt.Sold
			Total Pounds	Price Per Lb.			
Steers	113	780	87750	\$.8329	73086.98	292.35	
Heifers	70	700	49000	\$.8098	39680.20	158.72	
Cull Cows	38	1000	37500	\$.5044	18915.00	75.66	
Cull Bulls	2	1500	3375	\$.5597	1888.99	7.56	
TOTAL INCOME	222		177625		133571.16	534.28	75.20

FORAGE AND FEED COST ANALYSIS

CLASS OF CATTLE	NO. OF HEAD	A.U./ HEAD	NO. DAYS	ANIMAL UNITS	AUM'S
COWS	250	1.00	365	250	3000
CALVES	225	.34	230	48	578
YRLNG STEERS	113	.68	130	27	327
YRLNG HEIFER	70	.68	130	17	203
REPL HEIFERS	43	.68	365	29	347
BULLS	9	1.30	365	12	140
TOTALS	709			383	4596
	ACRES	TONS	AUM's	COST/AUM	
RANGE FORAGE	1800		1980	\$46.38	
IRR. PASTURE	200		2400	\$21.64	
HAY		88	219	\$36.00	
SUPPLEMENT		0	0	\$.00	
TOTAL AUMS PROVIDED			4599		
TOTAL AUMS REQUIRED			4596		

EXPENSES

CASH COSTS			Total Ranch	Per Cow	Per Cwt. Sold
Supplement	0 tons @	\$180.00 /ton	.00	.00	.
Alfalfa Hay	88 tons @	\$90.00 /ton	7875.00	31.50	4.4
Salt	20 lbs/cow	\$.05 /lb.	250.00	1.00	.14
Bull Replmnt	2 @	\$2,000 /bull	4500.00	18.00	2.53
Irrig. Past. Water		\$28.00 /acre	5600.00	22.40	3.15
Irrig. Past. Fertilizer		\$26.25 /acre	5250.00	21.00	2.96
Veterinary & Medicine			2000.00	8.00	1.13
Hired Trucking			1776.25	7.11	1.00
Insurance Premiums			1000.00	4.00	.56
Fuel, Lube, Repair			7500.00	30.00	4.22
Utilities			600.00	2.40	.34
Misc. Supplies			600.00	2.40	.34
Hired Labor			13125.00	52.50	7.39
Operators Labor			30000.00	120.00	16.89
Real Property Taxes (Williamson Act)			5576.00	22.30	3.14
Misc. Office & Bookkeeping			1500.00	6.00	.84
Int. on Operating Cap.		9% /6 Mo's	3921.85	15.69	2.21
TOTAL CASH COSTS			91074.10	364.30	51.27
DEPRECIATION:					
Horses:	10 yr. life	\$800 salvage	320.00	1.28	.18
Equipment:	10 yr. life	\$5,000 salvage	3800.00	15.20	2.14
Irrig. System	30 yr. life		1633.33	6.53	.92
Irrig. Pasture Stand:	10 yr. life		2232.00	8.93	1.26
Fences:	20 yr. life		3710.00	14.84	2.09
Barn, Corrals:	25 yr. life		1400.00	5.60	.79
TOTAL DEPRECIATION			13095.33	52.38	7.4
TOTAL CASH AND DEPRECIATION			104169.43	416.68	58.65
INTEREST					
Livestock capital @	9%	216250	19462.50	77.85	10.96
Equipment capital @	7%	90260	6318.20	25.27	3.56
Machinery capital @	9%	45500	4095.00	16.38	2.31
Irrigated pasture @	7%	504000	35280.00	141.12	19.86
Rangeland @	7%	1260000	88200.00	352.80	49.66
TOTAL INTEREST			153355.70	613.42	86.34
TOTAL ALL COSTS			257525.13	1030.10	144.98
Income above cash costs			42497.06	169.99	23.93
Income above cash and depreciation			29401.73	117.61	16.55
NET RETURNS			-123953.97	-495.82	-69.78

BREAKEVEN ANALYSIS

Breakeven prices to cover:

Class	Cash Costs	Cash & Depreciation	Total Costs
Steers	\$.5679	\$.6496	\$1.6058
Heifers	\$.5522	\$.6315	\$1.5613
Cull cows	\$.3439	\$.3934	\$.9725
Cull bulls	\$.3816	\$.4365	\$1.0791

STOCKER CATTLE INCOME & COSTS
 AUGUST 5, 1993
 STANISLAUS & SAN JOAQUIN CO'S (EASTSIDE)
 Bill van Riet, University of California Farm Advisor

Based on the purchase of 650 steers @ 450 pounds in the fall to be stocked on range at one steer to 2.77 acres; and 600 steers @ 450 pounds in the spring stocked on irrigated pasture at one steer to .33 acres. Animals are grazed 6 to 7 months.
 OWNED LAND 2 % mortality

INVESTMENT

Item			Ranch	Per Hd.Sold	Per Cwt.Sold
Rangeland	1800 acres @	\$700 /acre	1260000.00	1028.57	
Irrig.Past.	200 acres @	\$2,520 /acre	504000.00	411.43	
Irrigated Pasture Stand		\$111.60 /acre	22320.00	18.22	
Irrigation System		\$245 /acre	49000.00	40.00	
Fences	14 miles @	\$5,300 /mi.	74200.00	60.57	
Corrals	2 @	\$10,000 each	20000.00	16.33	
Barn			15000.00	12.24	
Equipment:scales,2 squeezes			9000.00	7.35	
Machinery:pickup,trailer,tractor			34000.00	27.76	
Horses	2 @	\$2,000 /horse	4000.00	3.27	
TOTAL INVESTMENT			1991520.00	1625.73	

PRODUCTION & INCOME

Cattle Sold	No.	Ave. Weight	Total Pounds	Price Per Lb.	Total Value	Per Hd.Sold	Per Cwt.Sold
June	637	700	445900	\$.8653	385837.27		
October	588	700	411600	\$.8329	342821.64		
TOTAL SALES	1225		857500		728658.91	594.82	84.97

Cattle Purchased	No.	Ave. Weight	Total Pounds	Price Per Lb.	Total Value	Per Hd.Sold	Per Cwt.Sold
October	650	450	292500	\$.9450	276412.50		
March	600	450	270000	\$.9850	265950.00		
TOTAL PURCHASES	1250		562500		542362.50	442.74	96.42

TOTAL PRODUCTION & INCOME			295000		186296.41	152.08	63.15
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FORAGE AND FEED COST ANALYSIS

CLASS OF CATTLE	NO. OF HEAD	A.U./ HEAD	NO. DAYS	ANIMAL UNITS	AUM'S
WINTER STEER	650	.6	190	203	2436
SUMMER STEER	600	.6	200	197	2367
TOTALS	650			400	4803

	ACRES	TONS	AUM's	COST/AUM
RANGE FORAGE	1800		1980	\$46.38
IRR. PASTURE	200		2400	\$21.64
HAY		87.5	219	\$36.00
SUPPLEMENT		56.25	208	\$48.60

TOTAL AUMs PROVIDED 4807
 TOTAL AUMs REQUIRED 4803
 UC COOPERATIVE EXTENSION

EXPENSES

CASH COSTS				Total	Per	Per
				Ranch	Hd. Sold	Cwt. Gain
Supplement	56.25	tons @	\$180 /ton	10125.00	8.27	3.43
Alfalfa Hay	87.5	tons @	\$90 /ton	7875.00	6.43	2.67
Salt	10.00	lb/steer	\$.05 /lb.	625.00	.51	.21
Irrig. Past. Water			\$28.00 /acre	5600.00	4.57	1.90
Irrig. Past. Fertilizer			\$26.25 /acre	5250.00	4.29	1.78
Veterinary & Medicine				6250.00	5.10	2.12
Hired Trucking				8575.00	7.00	2.91
Insurance Premiums				1000.00	.82	.34
Fuel, Lube, Repair				600.00	.49	.20
Utilities				600.00	.49	.20
Misc. Supplies				600.00	.49	.20
Hired Labor				12225.00	9.98	4.14
Operators Labor				30000.00	24.49	10.17
Real Property Taxes (Williamson Act)				5576.00	4.55	1.89
Misc. Office & Bookkeeping				1500.00	1.22	.51
Int. on Operating Cap.			9% /6 Mo's	4338.05	3.54	1.47
TOTAL CASH COSTS				100739.05	82.24	34.15
DEPRECIATION:						
Horses:	10	yr. life	\$800 salvage	320.00	.26	.11
Equipment:	10	yr. life	\$5,000 salvage	3800.00	3.10	1.29
Irrig. System	30	yr. life		1633.33	1.33	.55
Irrig. Pasture Stand:	10	yr. life		2232.00	1.82	.76
Fences:	20	yr. life		3710.00	3.03	1.26
Barn, Corrals:	25	yr. life		1400.00	1.14	.47
TOTAL DEPRECIATION				13095.33	10.69	4.14
TOTAL CASH AND DEPRECIATION				113834.38	92.93	38.59
INTEREST						
Livestock capital @	9%		7 Mo's.	28684.03	23.42	9.72
Equipment capital @	7%		90260	6318.20	5.16	2.14
Machinery capital @	9%		45500	4095.00	3.34	1.39
Irrigated pasture @	7%		504000	35280.00	28.80	11.96
Rangeland @	7%		1260000	88200.00	72.00	29.90
TOTAL INTEREST				162577.23	132.72	55.11
TOTAL ALL COSTS				276411.61	225.64	93.70
Income above cash costs				85557.37	69.84	29.00
Income above cash and depreciation				72462.03	59.15	24.56
NET RETURNS				-90115.20	-73.56	-30.55

BEEF BREEDING HERD INCOME & COSTS

AUGUST 4, 1993

STANISLAUS & SAN JOAQUIN CO'S (EASTSIDE)

Bill van Riet, Farm Advisor

300 cow herd selling weaners,

90% calf crop

2% mortal.

RENTED LAND

17% replacement

Item	INVESTMENT		Ranch	Per Cow	Per Cwt.
Machinery: pickup, trailer, tractor			34000.00	113.33	
Livestock:					
Cows	300 @	\$675 /cow	202500.00	675.00	
Replacements	51 @	\$600 /head	30600.00	102.00	
Bulls	12 @	\$2,000 /bull	24000.00	80.00	
Horses	2 @	\$2,000 /horse	4000.00	13.33	
TOTAL INVESTMENT			295100.00	983.67	172.35

Beef Sold	No.	Ave. Weight	INCOME		Total Value	Per Cow	Per cwt Sold
			Total Pounds	Price Per Lb.			
Steers	135	575	77625	\$.9236	71694.45	238.98	
Heifers	84	525	44100	\$.8954	39487.14	131.62	
Cull Cows	45	1000	45000	\$.5044	22698.00	75.66	
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	ACRES	TONS	AUM's	COST/AUM	
RANGE FORAGE	1800		1980	\$20.00	
IRR. PASTURE	200		2400	\$15.00	
HAY		150	375	\$36.00	
SUPPLEMENT		31.5	117	\$48.60	
TOTAL AUMS PROVIDED			4872		

EXPENSES

CASH COSTS				Total Ranch	Per Cow	Per Cwt. Sold
Range Rent	1800 acres @	\$22 /acre		39600.00	132.00	23.00
Ir. Past. Rent	200 acres @	\$180 /acre		36000.00	120.00	21.00
Supplement	31.5 tons @	\$180 /ton		5670.00	18.90	3.31
Alfalfa Hay	150 tons @	\$90 /ton		13500.00	45.00	7.88
Salt	20.00 lbs.	3 @	\$2,000 /bull	300.00	1.00	.18
Bull Replmnt	3 @			6000.00	20.00	3.50
Veterinary & Medicine				2400.00	8.00	1.40
Hired Trucking				1712.25	5.71	1.00
Insurance Premiums				1000.00	3.33	.58
Fuel, Lube, Repair				7500.00	25.00	4.38
Utilities				600.00	2.00	.35
Misc. Supplies				600.00	2.00	.35
Hired Labor				13050.00	43.50	7.62
Operators Labor				30000.00	100.00	17.52
Misc. Office & Bookkeeping				1500.00	5.00	.88
Int. on Operating Cap.		9% /6 Mo's		7174.45	23.91	4.19
TOTAL CASH COSTS				166606.70	555.36	97.30
DEPRECIATION:						
Horses:	10 yr. life	\$800 salvage		320.00	1.07	.19
Equipment:	10 yr. life	\$5,000 salvage		2900.00	9.67	1.69
TOTAL DEPRECIATION				3220.00	10.73	1.88
TOTAL CASH AND DEPRECIATION				169826.70	566.09	99.18
INTEREST						
Livestock capital @	9%	261100		23499.00	78.33	13.00
Machinery capital @	9%	19500		1755.00	5.85	1.02
TOTAL INTEREST				25254.00	84.18	14.75
TOTAL ALL COSTS				195080.70	650.27	113.93
Income above cash costs				-30208.46	-100.69	-17.64
Income above cash and depreciation				-33428.46	-111.43	-19.52
NET RETURNS				-58682.46	-195.61	-34.27

BREAKEVEN ANALYSIS

Breakeven prices to cover:

Class	Cash Costs	Cash & Depreciation	Total Costs
Steers	\$1.13	\$1.15	\$1.32
Heifers	\$1.09	\$1.11	\$1.28
Cull cows	\$.62	\$.63	\$.72
Cull bulls	\$.68	\$.70	\$.80

BEEF BREEDING HERD INCOME & COSTS

AUGUST 4, 1993

STANISLAUS & SAN JOAQUIN CO'S (EASTSIDE)

Bill van Riet, Farm Advisor

250 cow herd selling yearlings

90% calf crop

2% mortal.

RENTED LAND

17% replacement

INVESTMENT

Item			Ranch	Per Cow	Per Cwt.
Machinery: pickup, trailer, tractor			34000.00	136.00	
Livestock:					
Cows	250 @	\$675 /cow	168750.00	675.00	
Replacements	43 @	\$600 /head	25500.00	102.00	
Bulls	9 @	\$2,000 /bull	18000.00	72.00	
Horses	2 @	\$2,000 /horse	4000.00	16.00	
TOTAL INVESTMENT			250250.00	1001.00	140.89

Beef Sold	No.	Ave. Weight	INCOME		Total Value	Per Cow	Per cwt Sold
			Total Pounds	Price Per Lb.			
Steers	113	780	87750	\$.8329	73086.98	292.35	
Heifers	70	700	49000	\$.8098	39680.20	158.72	
Cull Cows	38	1000	37500	\$.5044	18915.00	75.66	
Cull Bulls	2	1500	3375	\$.5997	2023.99	8.10	
TOTAL INCOME	222		177625		133706.16	534.82	75.27

FORAGE AND FEED COST ANALYSIS

CLASS OF CATTLE	NO. OF HEAD	A.U./ HEAD	NO. DAYS	ANIMAL UNITS	AUM'S
COWS	250	1	365	250	3000
CALVES	225	.34	230	48	578
YRLNG STEERS	113	.68	130	27	327
YRLNG HEIFER	70	.68	130	17	203
REPL HEIFERS	43	.68	365	29	347
BULLS	9	1.3	365	12	140
TOTALS	709			383	4596

	ACRES	TONS	AUM's	COST/AUM
RANGE FORAGE	1800		1980	\$20.00
IRR. PASTURE	200		2400	\$15.00
HAY		87.5	219	\$36.00
SUPPLEMENT		0	0	\$.00
TOTAL AUMS PROVIDED			4599	
TOTAL AUMS REQUIRED			4596	

EXPENSES

				Total	Per	Per	Cwt
CASH COSTS				Ranch	Cow		Sold
Range Rent	1800	acres @	\$22 /acre	39600.00	158.40		22.00
Ir. Past. Rent	200	acres @	\$180 /acre	36000.00	144.00		20.00
Supplement	0	tons @	\$180 /ton	.00	.00		.00
Alfalfa Hay	87.5	tons @	\$90 /ton	7875.00	31.50		4.43
Salt	20.00	lbs.	\$.05 /lb.	250.00	1.00		.14
Bull Replmnt	2	@	\$2,000 /bull	4500.00	18.00		2.53
Veterinary & Medicine				2000.00	8.00		1.13
Hired Trucking				1776.25	7.11		1.00
Insurance Premiums				1000.00	4.00		.56
Fuel, Lube, Repair				7500.00	30.00		4.22
Utilities				600.00	2.40		.34
Misc. Supplies				600.00	2.40		.34
Hired Labor				13125.00	52.50		7.39
Operators Labor				30000.00	120.00		16.89
Misc. Office & Bookkeeping				1500.00	6.00		.84
Int. on Operating Cap.			9% /6 Mo's	6584.68	26.34		3.71
TOTAL CASH COSTS				152910.93	611.64		86.09
DEPRECIATION:							
Horses:	10	yr. life	\$800 salvage	320.00	1.28		.18
Equipment:	10	yr. life	\$5,000 salvage	2900.00	11.60		1.63
TOTAL DEPRECIATION				3220.00	12.88		1.81
TOTAL CASH AND DEPRECIATION				156130.93	624.52		87.90
INTEREST							
Livestock capital @		9%	216250	19462.50	77.85		10.00
Machinery capital @		9%	19500	1755.00	7.02		.99
TOTAL INTEREST				21217.50	84.87		11.95
TOTAL ALL COSTS				177348.43	709.39		99.84
Income above cash costs				-19204.77	-76.82		-10.81
Income above cash and depreciation				-22424.77	-89.70		-12.62
NET RETURNS				-43642.27	-174.57		-24.57

BREAKEVEN ANALYSIS

Breakeven prices to cover:

Class	Cash Costs	Cash & Depreciation	Total Costs
Steers	\$.95	\$.97	\$1.10
Heifers	\$.93	\$.95	\$1.07
Cull cows	\$.58	\$.59	\$.67
Cull bulls	\$.69	\$.70	\$.80

STOCKER CATTLE INCOME & COSTS
 AUGUST 5, 1993
 STANISLAUS & SAN JOAQUIN CO'S (EASTSIDE)
 Bill van Riet, University of California Farm Advisor

Based on the purchase of 650 steers @ 450 pounds in the fall to be stocked on range at one steer to 2.77 acres; and 600 steers @ 450 pounds in the spring stocked on irrigated pasture at one steer to .33 acres. Animals are grazed 6 to 7 months. -
 RENTED LAND 2 % mortality

INVESTMENT

Item	Ranch	Per Hd.Sold	Per Cwt.Sold
Machinery:pickup,trailer,tractor	34000.00	27.76	
Horses 2 @ \$2,000 /horse	4000.00	3.27	
TOTAL INVESTMENT	38000.00	31.02	

PRODUCTION & INCOME

Cattle Sold	No.	Ave. Weight	Total Pounds	Price Per Lb.	Total Value	Per Hd.Sold	Per Cwt.Sold
May - June	637	700	445900	\$.8653	385837.27	314.97	
Sept.- Nov.	588	700	411600	\$.8329	342821.64	279.85	
TOTAL SALES	1225		857500	\$.8497	728658.91	594.82	84.97

Cattle Purchased

Fall	650	450	292500	\$.9450	276412.50	225.64	
Spring	600	450	270000	\$.9850	265950.00	217.10	
TOTAL PURCHASES	1250		562500	\$.9642	542362.50	442.74	96.42

TOTAL PRODUCTION & INCOME			295000		186296.41	152.08	63.15
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FORAGE AND FEED COST ANALYSIS

CLASS OF CATTLE	NO. OF HEAD	A.U./HEAD	NO. DAYS	ANIMAL UNITS	AUM'S
WINTER STEERS	650	.6	190	203	2436
SUMMER STEERS	600	.6	200	197	2367
TOTALS	1250			400	4803

	ACRES	TONS	AUM's	COST/AUM
RANGE FORAGE	1800		1980	\$20.00
IRR. PASTURE	200		2400	\$15.00
HAY		87.5	219	\$36.00
SUPPLEMENT		56.25	208	\$48.60
TOTAL AUMs PROVIDED			4807	
TOTAL AUMs REQUIRED			4803	

EXPENSES

				Total	Per	Per
CASH COSTS				Ranch	Hd.Sold	Cwt.Gain
Range Rent	1800 acres @	\$22 /acre		39600.00	32.33	13.00
Ir.Past. Rent	200 acres @	\$180 /acre		36000.00	29.39	12.00
Supplement	56.25 tons @	\$180 /ton		10125.00	8.27	3.43
Alfalfa Hay	87.5 tons @	\$90 /ton		7875.00	6.43	2.67
Salt	10.00 lb/steer	\$.05 /lb.		625.00	.51	.21
Veterinary & Medicine				6250.00	5.10	2.12
Hired Trucking				8575.00	7.00	2.91
Insurance Premiums				1000.00	.82	.34
Fuel, Lube, Repair				7112.50	5.81	2.41
Utilities				600.00	.49	.20
Misc. Supplies				600.00	.49	.20
Hired Labor				12225.00	9.98	4.14
Operators Labor				30000.00	24.49	10.17
Misc. Office & Bookkeeping				1500.00	1.22	.51
Int. on Operating Cap.		9% /6 Mo's		7293.94	5.95	2.47
TOTAL CASH COSTS				169381.44	138.27	57.42
DEPRECIATION:						
Horses:	10 yr.life	\$800 salvage		320.00	.26	.11
Equipment:	10 yr.life	\$5,000 salvage		2900.00	2.37	.98
TOTAL DEPRECIATION				3220.00	2.63	1.09
TOTAL CASH AND DEPRECIATION				172601.44	140.90	58.51
INTEREST						
Livestock capital @	9%	7 Mo's.		28684.03	23.42	9.00
Machinery capital @	9%	36500.00		3285.00	2.68	1.00
TOTAL INTEREST				31969.03	26.10	10.84
TOTAL ALL COSTS				204570.47	167.00	69.35
Income above cash costs				16914.97	13.81	5.73
Income above cash and depreciation				13694.97	11.18	4.64
NET RETURNS				-18274.06	-14.92	-6.19

Cost Analysis
Beef Cattle Cow-Calf Operation Selling Weaners -- 1993
San Luis Obispo County

By Bill Weitkamp, Farm Advisor
 Cooperative Extension, University of California

This is a sample cost analysis for the production of weaner calves on an owner-operated ranch. The owner provides the management and all except \$2,500 worth of labor per year. Costs are based on a herd of 250 cows on rangeland with a carrying capacity of 15 acres per cow. Replacement heifers are born and raised on the ranch. The forage from rangeland and grain stubble is charged to the cattle operation at current rental rates. Ninety percent of the cows exposed to bulls wean calves, 20% of the cows are replaced annually and there is a 2.0% annual cow mortality.

	<u>Total</u>	<u>Per cow</u>	<u>Your cost</u>
Investment			
Livestock: 250 cows @ \$850	\$212,500	\$ 850.00	
10 bulls @ \$2,500	25,000	100.00	
50 rep. heifers @ \$550	27,500	110.00	
2 horses @ \$3,000	6,000	24.00	
Equipment: pickup, trailer, squeeze chute, scale, saddles, tools, etc.	<u>36,500</u>	<u>146.00</u>	
Total investment (not inc. land)	\$307,500	\$1230.00	
Interest on investment @ 8.5 % (Equip. & horses at 1/2 original cost)	\$ 24,586	\$ 98.34	
Depreciation			
Horses -- 10 years	\$ 600	\$ 2.40	
Equipment -- 10 years	<u>3,650</u>	<u>14.60</u>	
Total depreciation	\$ 4,250	\$ 17.00	
Cash operating costs			
Range -- 3,750 acres @ \$8.00	\$ 30,000	\$ 120.00	
Grain stubble -- 60 days, 250 head	3,750	15.00	
Protein supplement -- 20 t. @ \$210	4,200	16.80	
Hay -- 70 heifers, .5 t./hd, \$100/t.	3,500	14.00	
Minerals	<u>300</u>	<u>1.20</u>	
Total feed	\$ 41,750	\$ 167.00	
Hired labor	2,500	10.00	
Bull replacements -- 2 @ \$2,500	5,000	20.00	
Gas, oil, repairs, fence & equipment maintenance	4,000	16.00	
Vet, medicine, implants, horseshoeing, preg. & semen testing, etc.	4,000	16.00	
Business -- office, insurance, dues, licenses, etc.	3,000	12.00	
Interest on operating capital (\$59,250 @ 8.5%)	<u>5,036</u>	<u>20.14</u>	
Total cash operating costs	\$ 65,286	\$ 261.14	

Income

	<u>lbs.</u>	<u>\$/lb.</u>		
112 wnr. steers @ 550#	61,600	.95	\$ 58,520	\$ 234.08
43 wnr. heifers @ 500#	21,500	.85	18,275	73.10
20 yrlnng. hfrs. @ 800#	16,000	.75	12,000	48.00
45 cull cows @ 1,000#	45,000	.52	23,400	93.60
2 cull bulls @ 1,500#	<u>3,000</u>	.62	<u>1,860</u>	<u>7.44</u>
Total gross income	147,100	lbs.	\$114,055	\$ 456.22

Summary

	<u>Total</u>	<u>Per cow</u>	<u>Your figures</u>
Gross income	\$114,055	\$456.22	
Less cash costs	<u>65,286</u>	<u>261.14</u>	
Net cash income	\$ 48,769	\$195.08	
Less depreciation	<u>4,250</u>	<u>17.00</u>	
Ranch income	\$ 44,519	\$178.08	
Less interest	<u>24,586</u>	<u>98.34</u>	
Return for operator's labor & management	\$ 19,933	\$ 79.74	