

Figure 1. Production profile**Unit cost of producing a cwt. of calf**

A	Jan. 1 No. of beef cows	166
B	Jan. 1 No. of replacement heifer calves	31
C	SPA adjusted females exposed to bull last year	173
D	Live calves born	168
E	Live calves weaned	156
	Steers	84
	Heifers	72
	Bulls	0
F	Cows replaced	25
G	Cows that died	2
H	Calves that died	8
I	Percent calf crop	90.2%
J	Replacement rate	15.1%
K	Cow death loss	1.2%
L	Calf death loss	7.1%
M	Herd growth rate	2%

Figure 2. Gross income**Unit cost of producing a cwt. of calf**

	Herd number	Avg wt. (lb.)	Amount	Price/lbs.	Total
1	Steer calves	557	86	\$1.23	\$58,919
2	Heifer calves	526	46	\$1.17	\$28,309
3	Cull cows	1,100	21	\$0.48	\$11,088
4	Cull replacement heifers	1,000	4	\$0.80	\$3,200
5	Cull bull	1,800	1	\$0.56	\$1,008
	Total number in herd		158		
		Beginning	Ending		
6	Inventory change	\$162,145	\$166,140		\$3,995
7	Total gross income				\$106,520
8	Gross income/cow				\$642
9	Total income/cow equal to # of cwt. of steer income				\$5.22
	Price received/cwt. steer calf sold				\$123

Figure 3. Feed costs**Unit cost of producing a cwt. of calf**

		AUM/cow	\$/AUM	Total	Total/cow	Total/cwt.
12	Pasture – going rent + operating costs	10.00	\$10	\$16,600	\$100	
		\$/Herd	#Head	Total		
12a	Public lands			\$0	\$0.00	
		Total tons	\$/Ton	Total		
12b	Protein	1	828	\$828	\$4.99	
13	Pasture maintenance	1,200	1	\$1,200	\$7.23	
		AMT	\$/Unit	Total		
14	Grain/hay	398	\$78.09	\$31,080	\$187.23	
15	Grain	399	\$1.90	\$758.10	\$4.57	
16	Salt & mineral 0.19 lb./day	11	\$266	\$2,926	\$17.63	
16A	Total feed costs			\$53,391.92	\$322	
16B	Total feed costs/cwt. of calf sold					\$62

Figure 4. Livestock costs**Unit cost of producing a cwt. of calf**

		\$/HD		Total	Per cow	Per cwt.
17	Vet & medicine	\$21		\$3,486	\$21	
18	Breeding + AI	\$14.06		\$2,334	\$14.06	
19	Marketing/trucking	\$8.58		\$1,424	\$8.58	
		%/cow	\$/Hd.			
20	Growing costs of repl. heifer	14%	\$250	\$5,810	\$35	
21a		\$0.00	\$0.07	\$0.00	\$0.00	
21b	Yardage & paid labor	\$0.00	\$0.00	\$0.00	\$0.00	
22	Supplies & utilities	\$438	\$674	\$2,208	\$13.30	
22a	Fuel \$1,096.00	\$/herd	@%		\$6.60	
23	Interest on operating capital	\$0.00	8.25%	\$0.00	\$0.00	
24	Interest on borrowed capital	\$22,500	7%	\$1,575	\$9.49	
25	Interest on pasture land borrowed	\$75,000	7%	\$5,250	\$31.63	
26	Total livestock costs (\$/cow)	\$0.00	\$0.00	\$22,087	\$133.05	\$25.50
26a	Returns above feed and livestock costs					\$61.19
26b	Breakeven price/cwt. to cover direct costs					\$87.16

Figure 5. Overhead costs for demo herd

Unit cost of producing a cwt. of calf

		\$Herd	@%	Total	Per cow	Per cwt.
27	Avg. breeding herd investment	\$164,143	1.00%	\$1,641	\$9.89	
28	Buildings (beef cows only)	\$20,000	7.00%	\$1,400	\$8.43	
29	Equipment (beef cows only)	\$15,000	10.00%	\$1,500	\$9.04	
30	Total overhead costs				\$27.36	\$5.24

Figure 6. Farm-management thumb rules for annual costs of capital assets

	Buildings		Equipment		Cows	
	Ours	Yours	Ours	Yours	Ours	Yours
Depreciation	5%		10%			
Interest	5.5%		5%		10%	
Repairs	1%		2%			
Taxes ^{ab}	%		%		%	
Insurance	1%		1%		1%	
DIRTI factor	12%	%	18%	%	11%	%
Excluding interest	7%	%	13%	%	1%	%

^a Land taxes are changed to the crop/pasture profit centers and not to the cow herd.

^b Property taxes vary from state to state so this number is left blank for users of this form to enter in their own property tax numbers.

Figure 7. Unit cost of production – Summary

		Per cow	Per cwt.
31	Total income	\$642	\$123
32	Total costs	\$482	\$92
33	Returns to unpaid operator labor, management, & equity capital	\$160	\$31
34	Unit cost to produce a cwt. of calf		\$92